













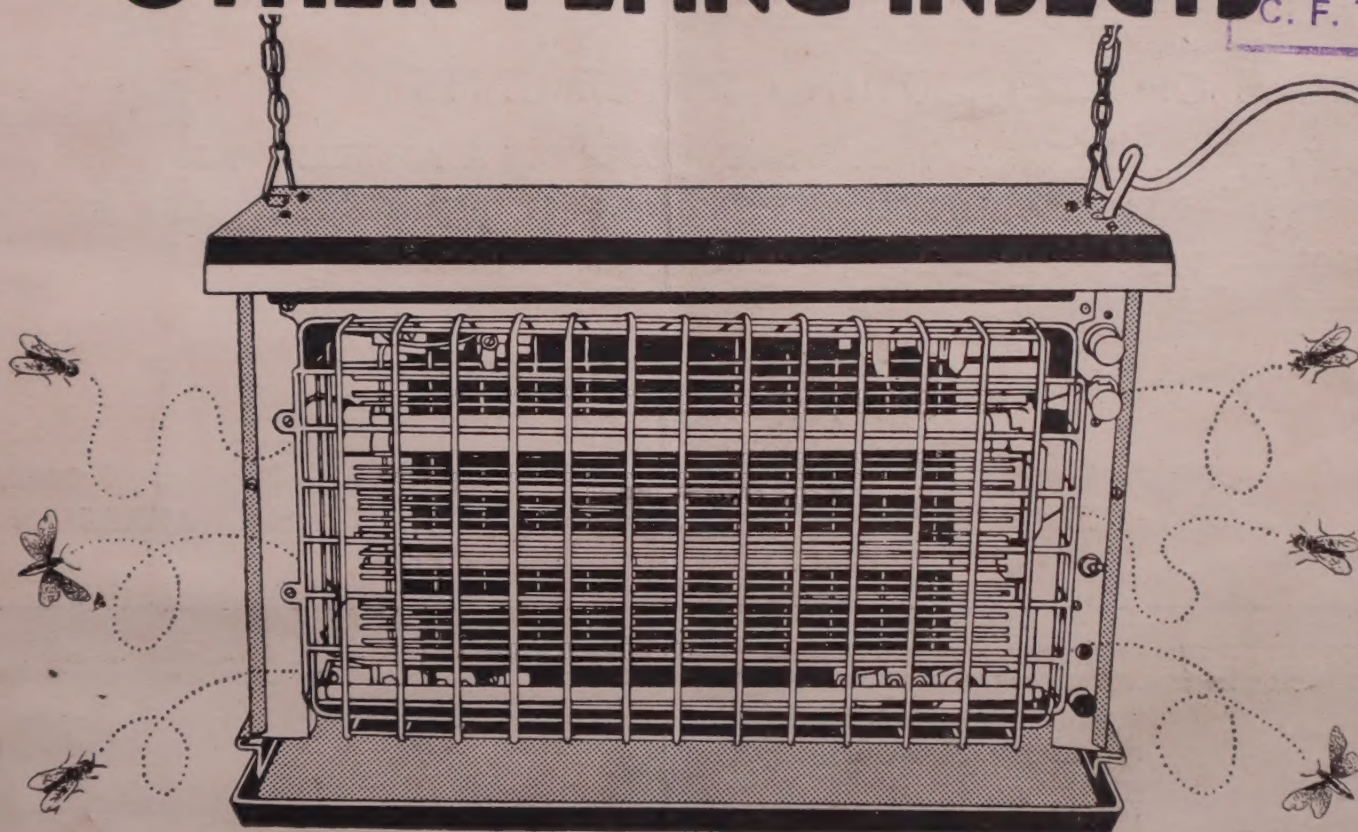




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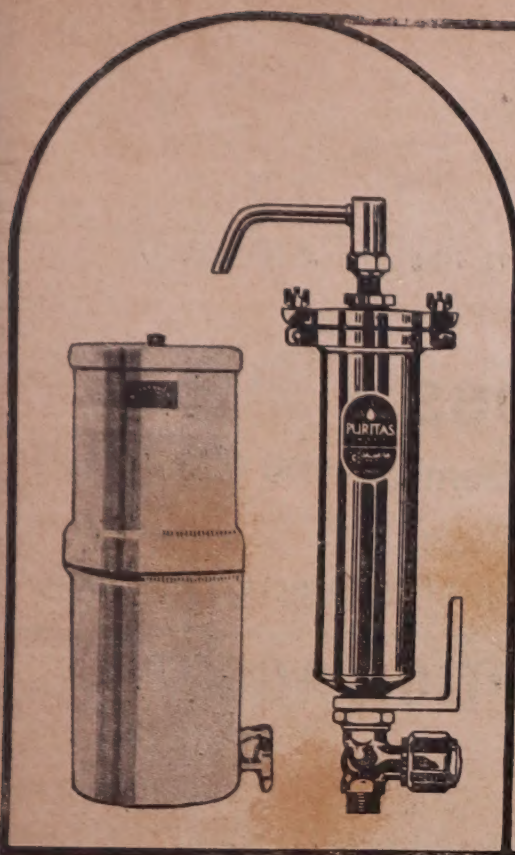
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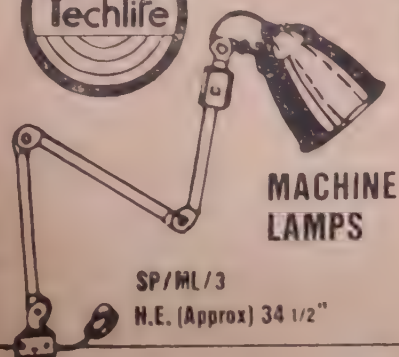




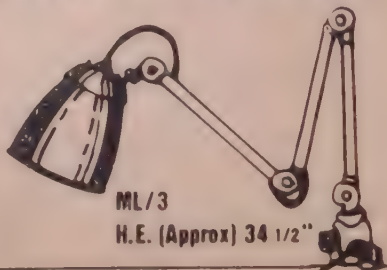
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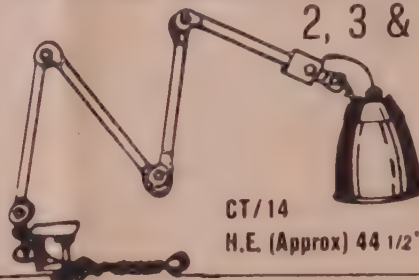
All these Models are available in  
2, 3 & 4 Arms.



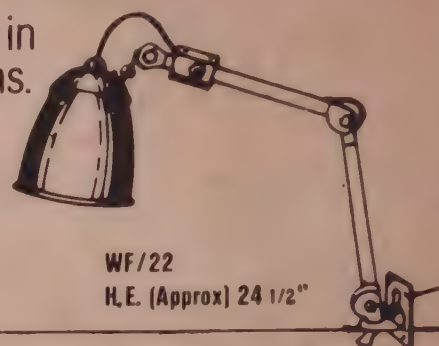
SP/ML/3  
H.E. (Approx) 34 1/2"



ML/3  
H.E. (Approx) 34 1/2"

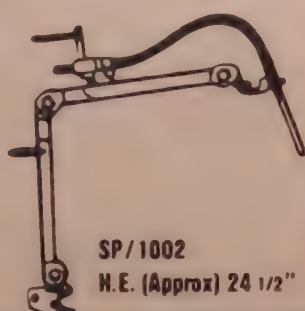


CT/14  
H.E. (Approx) 44 1/2"

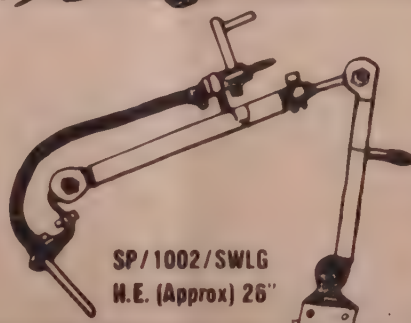


WF/22  
H.E. (Approx) 24 1/2"

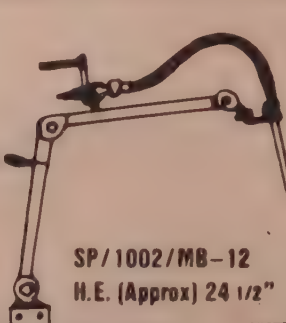
## SPOUT ASSEMBLY FOR COOLANT PUMPS (COOLANT ATTACHMENT)



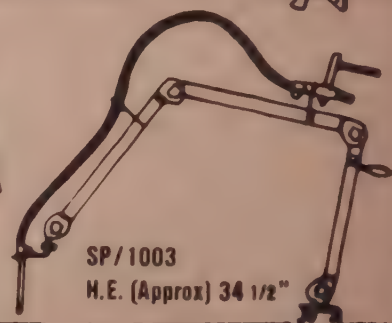
SP/1002  
H.E. (Approx) 24 1/2"



SP/1002/SWLG  
H.E. (Approx) 26"



SP/1002/MB-12  
H.E. (Approx) 24 1/2"



SP/1003  
H.E. (Approx) 34 1/2"

Manufactured by : **KOHINOOR ENGINEERING WORKS** 590-B, SHREE RAMANAGAR SOCIETY, 3RD ROAD, KHAR, BOMBAY-400 052, (INDIA).  
PHONE : 54 14 35 CABLE. TECHLITE  
MANUFACTURERS AND EXPORTERS

welded floor gratings, storage bins & tote boxes and cable way system. (D)

Oriental Machinery (1919) Pvt. Ltd., 25, R. N. Mukherjee Road, Calcutta 700 001. **Machines** for Pharmaceutical, Confectionery, Soap, Candle etc., Wood Working, Cardboard Box, Tiles, Toys etc. Sheet Metal, Paper Pin, Gem Clip, Pottery and Bakery. (D)

Pioneer Engineering Co., 57, Bombay Samachar Marg, Fort, Bombay 400 023. 'Pioneer' Attrition Mills Batch or Circulation Type for paints, printing inks, plastics, dyestuffs, soft ferrites. (D)

Manufacturers & Exporters of Diesel engines, centrifugal water pumps, corn mills, rice hullers, sugarcane crushers, mini maize shellers, dough kneading machines, motors, Contact : Rajan Universal Exports (Mfrs.) Pvt. Ltd., (All India Top Exporters' Shield Winners), Post Bag No. 250, Madras 600 001. (D)

Shanker Wire Products Industries, B-Deoghar 814112. (Cable : SWPI B.DEOGHAR. Telex : 021-7330 ADPT IN MSG FOR SWPI) Manufacturers — exporters of Weights 1 mg. to 1000 kg., Manhole Covers and Frames, to any specification.

Twenty years established credibility. (D)

Sonal International Corporation, 2 NE. Laxmi Industrial Estate, Off Veera Desai Road, Andheri (West), Bombay 400 058. Manufacturers : Bench Vice Fixed Base, M. S. Window Holdfast, M. S. Powrah, M. S. Bar Type Hinges, Machinist Hammer, Hook Bolts, M. S. Plumb Bob, M. S. Galv. Chain Link Fencing. (D)

Always insist for "PAN-CHAVATI" high speed Drill Machines in excellent quality. Capacity : 13 M. M. and 19 M.M. Designed for : Accuracy, Durability & Perfection. Manufactured by : Pan-chavati Engineering Works. Enquiries to : Shri Bhagavati Industries, 292|3|B|C Pursottam Udyognagar, Near Vadalal Ice Factory, Dudheshwer Road, Ahmedabad 380 004. Wanted Dealers all over India. Exporters' enquiries solicited. (D)

Spencer Eng. Corporation, Gheekanta, Pitalia-Bumba, Ahmedabad 1. Phones : 23936, 24357. All kinds of Heavy Duty Powerlooms for Cotton, Polyester, Silk, Suiting, Shirtings. See Advt.

Thyron Electricals, W-107, Phase II, MIDC Industrial Estate, Manpada Road, Domivali (East), Bombay. Ma-

nufacturers of Variable Speed Drives Users. You can save as much as 40% cost on 'THYRON' D. C. Motors. (D)

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel: 316669, 290567. Cable : Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1, \*1K-15, DC-1, Bag. Closer & other Machines, Auto Parts & Hand Tools. Also handicrafts, silk fabrics, ready-made garments. (C)

Valves (India), 3, Mazda Chaman, Dattataraya Road, Santacruz (West). Bombay-400 054. Manufacturers of Industrial Valves. (D)

V. S. Engineering & Consultants (P) Ltd., 25|27, Dr. V. B. Gandhi Marg, Fort, Bombay 400 023. Consulting engineers turnkey projects, technical commercial services, sheet metal workshop, lathe and wood working machineries, electroplating plants, ferrous & non ferrous foundry and all other engineering and technical items. See Advt.

## Fire Fighting Equipment

INDIA

Supremex Equipments, D-

24, Ghatkopar - Industrial Estate, L.B.S. Marg, Ghatkopar West, Bombay 400 086. Manufacturers and Exporters of Superior Quality Fire Fighting Appliances (D)

## Food Products & Produce INDIA

Ajanta Industries, Veenavihar, Roshan Nagar, Chandavarkar Road, Borivli (W) Bombay 400 092. Tel. No. 664243. Manufacturers of all kinds of scented supari such as Kesari Sali Supari, Kesari Tuikda Supari, Pan Mukhwas, Mysore Scented Supari and various other varieties. (D)

Anil & Company, 212, Adani Building, 2nd Floor, 413, Narshi Natha Street (Katha Bazar), Bombay 400 009. Tel. : 322388, 346547, 329827. Telex : 011-7537 ANIL IN. Gram : SPICE EXIM. Exporters of Spices, Foodstuffs, Processed Foods, Canned Vegetables, Tobacco Products, Cashew Kernels, Mango Pulp|Slice. Kitchenware Appliances, Basmati Rice, Agarbatties, Black Pepper, Ginger etc. (C)

Blow Plast Ltd., Food Div., V.I.P. House, 88C, Old Prabhadevi Road, Bomba-



00 025. Manufacturers & Exporters of Tropical Fruit Products: Pulps, Juices, Fruit bits, preserves (Mango), Pineapple, Banana, etc. Crops — Tomato, Asparagus, Mushrooms, Sweet Corn Vegetables: Fresh Peas, French Beans, Curried Vegetables, etc. (D)

Brijwasi Dugdhalaya Pvt. Ltd., 165 Senapati Bapat Marg, Kohinoor Industrial Estate, Lower Parel, Bombay 400 013. Phones: 928580/4941377. Manufacturers & Exporters of Pure Ghee North Indian and Bengali Sweets & Savouries and Salted Snacks. Export Enquiries Invited. (D)

D. Damodar Mithaiwala, Marganga Mahal, Khodadad Circle, Dadar, Bombay 400 014. Phone: 457226. The Premier Manufacturers of all kinds of Bengali & Pure Ghee Indian Sweets. (D)

Indians! Prepare foods more tasty! New Products 3-drops of Kurryol & Dhanol to get its fresh aroma of Curry leaf & essence of Kottamally Thazba. One 150 ml. bottle send U.S. \$3.00 to: Diana Exports, Manjapra-8-581, S. India. (D)

Eastern Overseas Corporation, 16, Onlooker Building, 1st Floor, Sir. P. M. Road, Bombay 400 001. Tel.: 299-99, 295844. Cable: SELE-TEFCOD. Manufacturers & Exporters of Basmati Rice in hygienic pilfer-proof attractive 1 kg. pack. (D)

Hathi Chhap Sev Utpadak, 01-A, Dhanraj Industrial Estate, Sun Mill Lane, Lower Parel, Bombay 400 013. Exporters of Vermicelli. See Advt.

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex: 011-397, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables/fruits, onions, potatoes, garlic, processed/instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. Other goods, gift/novelty articles. (C)

Kalpna Sales Corporation 18, Kaliash Park-A, Chirag Nagar, L. B. S. Marg, Ghatkopar (West), Bombay-400 086 Phone: 5129796, 5125352. Manufacturers Representatives & Suppliers of: food products, spices, tea, coffee, pappads, masala, ginger, dry fruits, soaps, cosmetics, agarbatties, towels, and all other household articles. (D)

Kanji Manji Kothari & Co. Mewawala, 49, Masjid Bunder Road, Bombay 400 003. Phone: 328858/337204. House of selected dry fruits for presentation for over 150 years. (D)

Kanta Home Industries, Saraf Lane, Latur 413512. Phone No. 3291. Manufacturers of 'Ruchira' brand all ground spices with "AGMARK" each lot is examined and tested by our own laboratory and Maharashtra Government also & then packed under the supervision of the Maharashtra Government after which these are sent for sale in the market for the consumer.

Laljee Godhoo & Co., 213, Samuel Street, Bombay 400 003. Cable: PRINCESS. Tel: 321379. Manufacturers and Exporters of L. G. brand compounded Asafoetida Powder. (D)

Mohanlal S. Mithaiwala, 271, Zaveri Bazar, Bombay-400 002. Phone: 325498. Manufacturers of tasty Ice Halwa, Golden Ice Halwa, Tansen Halwa and Pure Ghee Sweet. (D)

P.A. Trading Corporation, Export Division, 4, Keshavji Naik Road, P. Box No. 5098, Bombay 400 009. Telex: 011-6702 IMC. Phone: 8727541, 868301. Offers 'AGMARK' Basmati Rice. Reliable suppliers to leading exporters. See Advt.

Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel.: 256962. Telex: 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. (D)

Punjabi Ghasitaram Halwai Karachiwala, 192, Kalbadevi Road, Bombay 400 002. Makers of pure ghee North-Indian & Bengali Sweets and Savouries. (D)

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact: PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel.: 5945-74. Grams: "Mixfrut" Mulund, Bombay 400 080. (C)

Punjabi Ghasitram Halwai (P.G.), 58-D, Mohamedali Road, Bombay 400 002. Tel.: 322463-343170. Manufacturers of Savouries, Bengal & North Indian Pure Ghee Sweets: - malai cake, kaju, katli, barfi, motichur laddus, pedas, halwas, gulab jamuns, rossogollas, malai-dhoda, etc. (D)

RPM Enterprises, RPM House, 6926-B, Chandrawal Road, Delhi 110 007. Exporters of Basmati Rice un-

der 'SUN', 'DIAMOND', 'FALCON', 'TIGER' brands. Also exporting tea, coffee, spices, mango products etc. Best quality and most competitive prices assured. (D)

Rotel International, 27/29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400 002. Tel.: 310887/230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jecra special. (D)

Superior quality Pickles hot in oil, Spices, Curry Powder, Milk|Tea|Garam Masalas, Fish|Meat|Biryanis Masalas, Garlic Chutney Tandoori Chicken | Sambar | Panipuri | Pav Bhaji|Tandai Char Masalas, Pickle Masalas, Safety Can Openers and Herbal Cosmetics. Contact Manufacturer's Representatives: Salmat Agencies, Salim Manzil, P.O. Box No. 4, Alamedcode P.O., Kerala 695 102. Phone: 481. Grams: 'SAL-EXPORTS. (C)

Samant Brothers, Opp. Dadar Western Rly., Station, Bombay 400 028. Phones: 452543/468487. Makers of



**parasy file mfg. co.**

120, Milan Industrial Estate, Abhudaya Nagar, Kala Chawki, Cotton Green, Bombay-400 033.



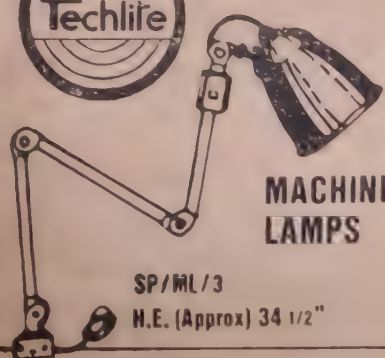


# INDUSTRY'S FIRST CHOICE

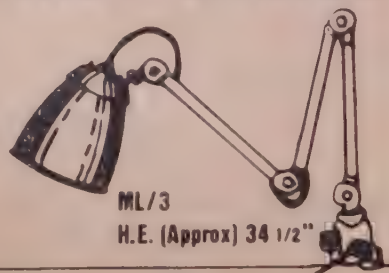
'TECHLITE' IS FIRST FOR PERFORMANCE RELIABILITY VALUE  
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2, 3 & 4 Arms.

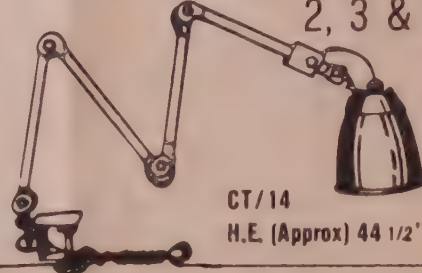
## MACHINE LAMPS



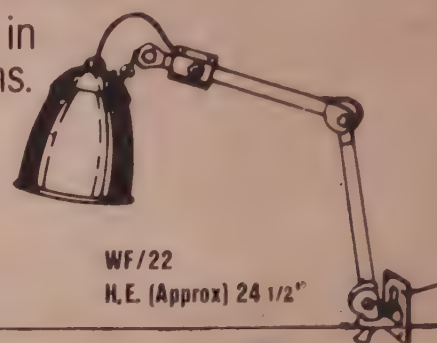
SP/ML/3  
H.E. (Approx) 34 1/2"



ML/3  
H.E. (Approx) 34 1/2"



CT/14  
H.E. (Approx) 44 1/2"

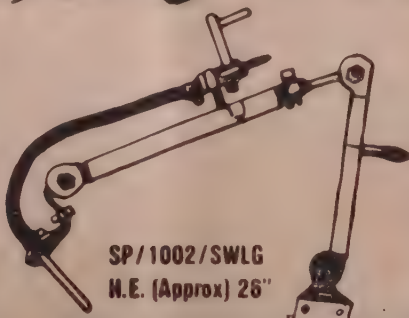


WF/22  
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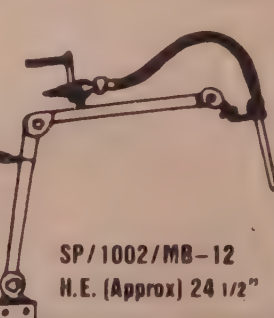
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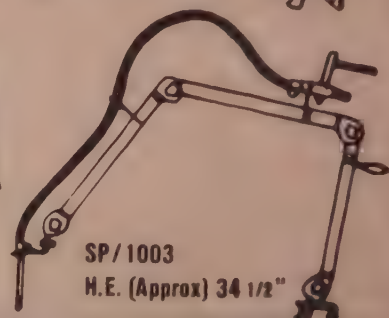
SP/1002  
H.E. (Approx) 24 1/2"



SP/1002/SWL  
H.E. (Approx) 26"



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H.E. (Approx) 24 1/2"



SP/1003  
H.E. (Approx) 34 1/2"

Manufactured by : **KOHINOOR ENGINEERING WORKS** 590-B, SHREE RAMANAGAR SOCIETY, 3RD ROAD, KHAR, BOMBAY-400 052, (INDIA).  
PHONE : 54 14 35 CABLE. TECHLITE  
MANUFACTURERS AND EXPORTERS

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## Fire Fighting Equipment

INDIA

Supremex Equipments, D-

24, Ghatkopar Industrial Estate, L.B.S. Marg, Ghatkopar West, Bombay 400-086. Manufacturers and Exporters of Superior Quality Fire Fighting Appliances (D)

## Food Products & Produce INDIA

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Indians! Prepare foods more tasty! New Products 3-4 drops of Kurryol & Dhan-yol to get its fresh aroma of curry leaf & essence of Kot-tamally Thazba. One 150 ml. bottle send U.S. \$ 3.00 to: Diana Exports, Manjapra-683581, S. India. (D)

Eastern Overseas Corpora-tion, 16, Onlooker Building, 2nd Floor, Sir. P. M. Road, Bombay 400 001. Tel.: 299-699, 295844. Cable: SELE-CTFCOD. Manufacturers & Exporters of Basmati Rice in hygienic pilfer-proof attrac-tive 1 kg. pack. (D)

Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane, Lower Parel, Bombay 400 013. Ex-porters of Vermicelli. See Advt.

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**Required Agents for 'PFP'**  
Pickles, Jams, on very attrac-tive terms: Contact: **PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel.: 5945-74. Grams: "Mixfrut" Mu-lund, Bombay 400 080. (C)**

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RPM Enterprises, RPM House, 6926-B, Chandrawal Road, Delhi 110 007. Ex-porters of Basmati Rice un-

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Rotel International, 27/2 Vanka Maholla, Dr. M. I. Welkar Street, Bombay 400 002. Tel.: 310887/23001. Manufacturers & Exporters of 'Bharati Papad of udad', garlic, red chilli, black pepper Punjabi, jeera special. (D)

Superior quality Pickles bottled in oil, Spices, Curry Powders, Milk/Tea/Garam Masala, Fish/Meat/Biryani Masala, Garlic Chutney, Tandoori Chicken, Sambar, Panipuri, Pav Bhaji, Tandai Char Masalas, Pickle Masalas, Safety Can Openers and Herbal Cosmetics. Contact Manu-facturer's Representatives: Salmat Agencies, Salim Mar-zil, P.O. Box No. 4, Alappuzha code P.O., Kerala 695 103. Phone: 481. Grams: 'SAL-EXPORTS. (C)

Samant Brothers, Opp. Dadar Western Rly., Station, Bombay 400 028. Phones: 452543/468487. Makers of

FOR YOUR BEST ECONOMY USE

**PARAS** BRAND



Mfg. of  
office files  
Cobra spring files  
Computer files  
Box files &  
Hanger Files

LOOSE LEAF BINDERS

FACT: 4474 32

**parasy file mfg. co.**

120, Milan Industrial Estate, Abhudaya Nagar,  
Kala Chawki, Cotton Green, Bombay-400 033.



Pure Butter, Ghee, Cream, Shrikhand, Chakka & Sweets.

**Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel.: 25-8194. Cable: 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)**

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Advt.

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**The Ravalgaon Sugar Farm Ltd., Walchand Group Showroom, Export Pavilion No. 10, World Trade Centre, Cuffe Parade, Bombay 400-005. Tel.: 214512/214291. Manufacturers of Quality Sweets, Toffees & Eclairs. (D)**

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### INDIA

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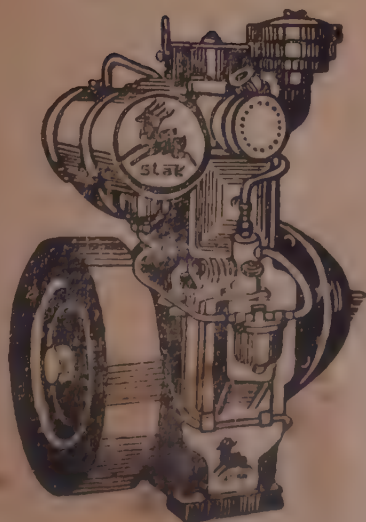
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### INDIA

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**Jagmohan Kirpan Factory, Clock Tower, Amritsar. Manufacturers and Exporters of decorative swords and daggers, sandalwood and ebony, plastic chess sets, chess**

**boards, chess players (Chessmen). (D)**

**K. Sheth & Co., 3rd Floor, Ghee Bhuvan, 191/193, Samuel Street, Bombay 400-009. Exporters of Handicrafts made of Brass & E. P. N. S. (White Metal), and Turkish & Handloom Towels. (D)**

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**Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Imitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. (D)**

**Rolex (India) Exports — Offers an unique opportunity to all concerns to earn handsome profits through selling our beautiful handicrafts made of horn. For more details write to B. Yoganand Patnaik, Srikurmam 532404 (A.P.). (D)**

**Rainbow Art. Centre, P.O. Box No. 38, Indore 452 004. M. P. Manufacturers and Exporters of Stuffed Skin Animals (handicrafts, such as Tiger, Lion, Deer, etc. (D)**

**Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)**

**Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjiwan". Manufacturers/Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewellery, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.**

**Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel.: 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.**

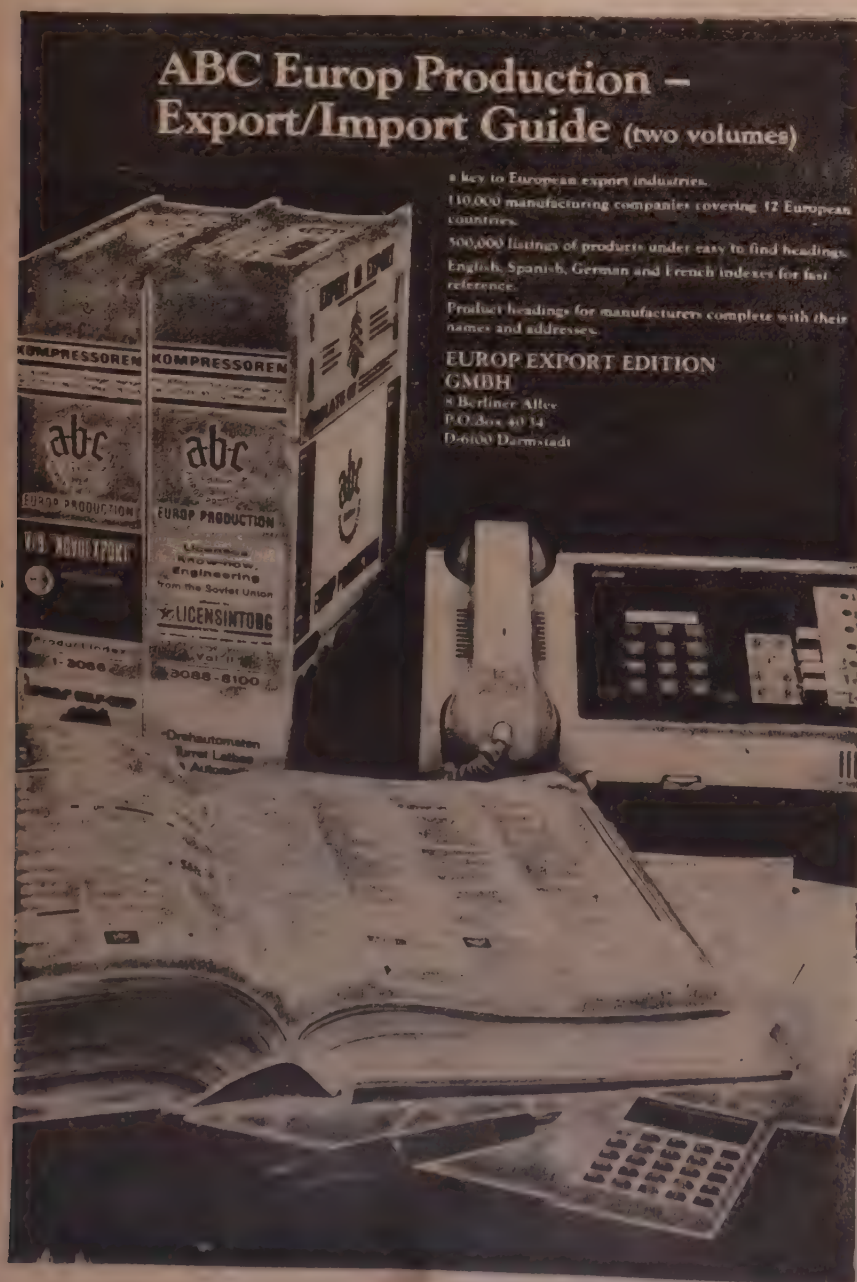
**Manufacturers & exporters of Indian handicrafts i.e. Handicrafts of soap stone, lac, wood, paper machie, bone, horn etc. velvet bags, purses, belts with zari embroidery, semi precious stones, scarves, carpets, durries, etc. interested importers may please contact Smi ni Exports, 412, Turab Nagar, Ghaziabad 201 001. Phone : 8-47198. (D)**

**Wizaya Trading Co., 36 Adanja Mudali Street, Mandaveli, Madras 600 028. Export Rosewood handicrafts carved boxes, tables, horn items, fine metal plates, brass art wares, jute items, icons, spices, cashew kernels, incense sticks. (S)**

**We are leading Manufacturers and Exporters of Indian handicrafts particularly bone jewellery, genuine sandalwood and rosewood items, carving in various designs on competitive rates contact Zia Enterprises, 23, Nizamuddin East, New Delhi-110 013. (D)**

**Horticultural Products INDIA**

**Indo-American Hybrid Seeds, 308, Verma Cham-**





bers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

## Hospital Supplies

### INDIA

Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of high quality medical instruments, equipments, disposables, hospital furniture, turnkey projects, laboratory equipment etc. (D)

## Jewellery & Gems

### INDIA

Al-Louloua Jewellers Pvt. Ltd., 68, Mohamedali Road, Bombay 400 003. Manufacturers of beautiful top quality real jewellery. (D)

Eastern Exports, F-19, Everest, Tardeo, Bombay-400 034. Tel.: 897885. Gram: EASTGAIN. Spe-

cialists in export of jewellery. (D)

India Trading Company, 271, Shahid Bhagatsingh Road, (Frere Road), 1st Flr., P.O. Box No. 819, Fort, Bombay 400 001. Manufacturers & Exporters of Silver: filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (D)

Kirtilal Manilal Mehta. Diamond House, 9, Vacha Gandhi Road, Gamdevi, Bombay 400 007. Manufacturers and Dealers in rough, polished diamonds and precious stones. (D)

Labdhi Jewellery, Vishnu Dham, Shop No. 2, 14th Road, Khar, Bombay 400-052. Phone: 547088. Manufacturers of exquisite precious jewellery. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West, Bombay 400 054. Phone: 6120426. Manufacturers & Exporters of glass beads

imitation jewellery and parts. Enquiries solicited. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazarigate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWEL-QUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plastic & glass beads jewellery, plain and base metal jewellery of precious and semi precious stones available in various colours, designs and dimension. (D)

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (D)

Neelam Exports, Chitalia House, 274/276, Dr. Cowasji Street, Dhobi Talao, Bombay 400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone, precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (D)

Popley Kewalram Ghanashamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel.: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery: Finger Rings, Bangles, Pendants and Charms. (D)



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T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

V. J. Jewellers, 12-B, Ladiwala Chambers, 11-13, Zaveri Bazar, Bombay 400-002. Exporters & Manufacturers of plain gold jewellery, diamond jewellery and studded jewellery. (D)

Yousuf Fazlehusen Zaveri, Queen's Diamond, 5/7, Maharashtra Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (D)

## Kitchenware INDIA

Asian Appliances, 4/4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone : 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

G. B. Industries, Andheri, Bombay 400 058. Phone : 624407. Manufacturers of the reliable 'Mayur' Mixer Grinder. (D)

Goodwill Lighthouse, Safed Pool, Kurla-Andheri Rd., Bombay 400 072. Phone : 5125851/5126386. Manufacturers of quality 'Jewel' Pressure Cooker. (D)

J. J. Metal Industries, 54, Mohamedali Road, Atekbai Mansion, 1st Floor, Bombay 400 003. Manufacturers & Exporters of 'RING' brand aluminium utensils. (D)

Kanekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samrudhi' Food Processor makes

everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (D)

Mangesh Enterprises, 90-B, Bhawe Compound, Gokhale Road, Thane 400 602. Phone: 595163. Manufacturers of 'Shalimar' Super-Mix — the versatile mixer-grinder. (D)

Noble Electric Co., MIDC Area, Andheri East, Bombay 400 093. Phones : 6047 325, 6046621. Manufacture 'Cookvel' Pressure Cooker. (D)

Orient General Agencies, 20, Podar Chambers, S. A. Brelvi Road, Fort, Bombay 400 023. Tel. : 298852-2989-21. Manufacturers of 'Orient' Super Pressure Cooker. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel. : 4921302, 4926149, 4925023. Manufacturers of 'Sumcet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2/3, Kartar Bha-

van, 112, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592/220673. Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)

Shree-Jee Enterprise, F-3, Nand Dham Industrial Estate, Marol Maroshi Road, Andheri (East) Bombay 400-059. Phone : 6322752. Manufacturers of Shree Mixie — a superb Mixer cum grinder. (D)

Sunishree Metal, 3rd Panjrapole Lane, C. P. Tank, Bombay 400 003. Manufacturers & Exporters of top-quality Stainless Steel Utensils. (D)

Victory Metals, 101, Khetwadi Main Road, Bombay-400 004. Phone : 380075, 354507. Manufacturers of Stainless Steel cooking utensils with copper bottom. (D)

## Leather Products INDIA

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-

023. Grams : Charmodyog. Phones : 295186/297157/2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

**Sigma Exports International**, P.O. Box 16245, Mazagaon, Bombay 400 010. Tel.: 8722725/8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. (D)

## Machinery, Pesticide INDIA

**High Speed Label Over Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Good Products Industries. Contact : Jacsons Sales India, 4B, Morar Flats, Maninagar (East), Ahmedabad 380 008. Phone: (O) 363819.. Factory.: 3673-88.. Grams.: JALDEEP. Exporters' Inquiries Solicited (C)**

## Mica INDIA

Mica Manufacturing Co., Pvt. Ltd., 3C, Camac Street, Calcutta 700 016. Phone : 212277. Manufacturers & Exporters of Mica & Mica-nite Products. (D)

## Miscellaneous DENMARK

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## Mosquito Powerloom Cloth INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

## Plastic Goods INDIA

Letape (India) Private Ltd., 10/D/20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (D)

Mark Electronics, 7, Klin Lane, Off Lamington Road, Kamer Building, 1st Floor, Bombay 400 007. 'Mark' brings you for the first time in India, video cassettes and head cleaning cassettes. (D)

Shinathji Wood Works, 60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400 005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (D)

## Musical Instruments INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

## Optical Goods INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works: 90/11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office: 1778/4/

1. Gandhi Road, Ahmedabad 380 001. (D)

## Pesticides INDIA

Excel Industries Limited, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph.: 571431. Telex: 011-71307 EXEL IN. India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide; Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

## Pharmaceuticals, Drugs & Medicines INDIA

Pravin Laboratory, 402 Vir Savarkar Road, Bombay 400 025. Manufacturers & Exporters of Ampicillin and Tetracycline Capsules, Chloramphenicol Suspension, Antacid Suspension, Pravin Gripe Water, Paracetamol, Promethazine Hydrochloride Piperazine Citrate, Chloroquine Phosphate, Metronidazole, Pekora Prahist (Single + Double), Antihistamines, Multivitamins all in syrup form. (D)

Ramban Patent Depot, 32, Princess Street, Bombay-400 002. Manufacturers & Exporters of MANHAR GRIPEWATER and Quality HOUSEHOLD PATENT MEDICINES such as Pain Lotion, Dill Water, Milk of Magnesia, Mercolin Solution, Balm, Cough Syrup, R. B. Eye, Ear, Toothache drops, etc. Contact Export Division. (D)

## Pharmaceutical Machinery INDIA

Brimco Plastic Machinery Pvt. Ltd., Brimco House, 55, Government Industrial Estate, Kandivli (West), Bombay 400 067. Co-Extruder Multilayer Film Plant. (D)

High Speed Label Over Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machi-

ne, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Food Products Industries, Contact: Jacobs Sales India, 4B, Morar Flats, Maninagar (East) Ahmedabad 380 008. Phone (O) 363819. Factory: 367388 Grams: JALDEEP. Exporters Inquiries Solicited. (D)

Dynamic Machines Pvt Ltd., 159, C. S. T. Road, Kalina, Santacruz (E), Bombay 400 098. World Class Pharmaceutical & Packaging Machines. (D)

Pharmalab Industries, Star Metal Compound, L. B. Shastri Marg, Vikhroli, Bombay 400 079. Manufacturers of Pharmaceutical Machinery like: Filter Press, Automatic Semi Automatic Washing Filling Canning Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (D)

## Plastic Products INDIA

Consolidated Plastics, 55, Sidhpura Industrial Estate, Masrani Lane, Kurla, Bom-

bay 400 070. Rocket Pourer for industrial and domestic use. Custom Moulded Industrial and Household Products, Blow Moulding & Injection Moulding. (D)

Milton Plastics, 202/203, Raheja Centre, Nariman Point, Bombay 400 021. Ice Pails, Ice Packs, Water Jugs, Tiffins, Casseroles, Flasks and Picnic Sets. (D)

Plasticrafts, 5, Mehta Building, 26, Calicut St., Bombay 400 038. Manufacturers of CLARION Revolving Audio Cassette Rack, DELITE Air Tight Containers, CINDERELLA Flower Vases, Snack Trays, Tumblers and other plastic household products. Sole Export Agents: Standard Exporters, G.P.O. Box 302. Bombay 400 001. Tel. No. 265460-264991. Cable: JEWELBABY. Telex: 11-6729 BABY IN. (C)

Speedy Exports & Trading Co., 'Sai Kripa', Santosh Nagar, O. T. Section, Ulhasnagar 421 004. Specialist in all kinds of PVC and Rubber items, graphited cotton and asbestos packing white rope, sleeves etc. (D)

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## Rainwear INDIA

Ebrahim Currim & Sons, 42-48, Princess Street, Bombay 400 002. Manufacturers of Umbrellas. (D)

Nagraj Chandanmani & Co., 39, Vithal Wadi, Bombay 400 002. Manufacturers of Umbrellas of all sorts. (D)

Sait Nagjee Purushotham & Co. Pvt. Ltd., 94/96, Princess Street, Bombay 400 002. Manufacturers of 'SUN' brand Umbrellas. (D)

## Sandalwood Products INDIA

Sorabji Rustomji & Co. Durlab Bhavan, Shop No. 4 R. M. Roy Marg, Charn Road Junction, Bombay 400 004. Tel.: Office: 351637 Wholesale Depot: 8728 346. Cable: INSANDAL BOMBAY. Largest Stockists and Exporters of Sandalwood, Sandalwood Oil, and Palmarosa Oil. Export Enquiries Solicited. (C)

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## Sewing Machines INDIA

Simac Group (India) Pvt. Ltd., Gupta Bhavan, 4 Gaiwada Industrial Estate, Goregaon (West), Bombay 400-

062. Manufacturers & Exporters of Hand-Knitting Machines. (D)

United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Manufacturers and Exporters of household and industrial sewing machines and parts for various types of sewing machines. (D)

## Spices INDIA

Amrita Export Pvt. Ltd., 118/112, Kazi Sayed Street, 4th Floor, Bombay 400 003. Exporters of spices, ginger, turmeric finger & powder, ajwanseeds, tamarind, cardamom, jaggery, rice & food-stuffs. (D)

## Stationery INDIA

Hiten Sales Agency, 6-A Shukla Estate, Singh Colony, Opp. Vinadalvai Estate, Oshiwara, S. V. Road, Jogeshwari (West), Bombay 400-102. Manufacturers & Exporters of plastic novelties & stationery articles. (D)

## Tents & Tarpaulins INDIA

Kay Tent Industries, 66/2253, Gurdwara Road, Karol Bagh, New Delhi 110 005. Manufacturers & Exporters of all types of Tents & Tarpaulins, Garden Umbrellas, Camping Equipment & Tape Niwar. (D)

## Textiles & Clothing INDIA

Adams India, 309, Sheikh Memon Street, Bombay 400-002. Manufacturers & Exporters of Dupattas, Gents ties, Scarves, Stoles & Ready-made Garments made of pure silk, pure cotton & rayon. (D)

Around The World Traders, 6, Laxminagar Society II, Naranpura, Ahmedabad 380 013. Exporter of Woven Silk Labels of Garments made according to customer's design. All inquiries welcomed. Agents wanted from all over the world. (D)

Avon Industries, 402, Marshall Apartments, Pangali, Kemps Corner, Bombay 400-036. Manufacturers & Ex-

porters of Readymade Garments. (D)

B. Parmanand Industries, 508-511 Bharat Industrial Estate, Sewri, Bombay 400-015. Ladies 'Cozy' Panties. (D)

B. J. Enterprises, Dreamland, 25, Mama Parmanand Marg, Near Roxy Cinema, Bombay 400 004. Exporters of Ladies Readymade Garments. (D)

Burtens, 220, Giriraj, Iron Market, Bombay 400 009. Manufacture 'Wild Cat' its more than jeans, it's a lifestyle. (D)

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Climax Apparel, 333, Ashish Industrial Estate, Gokhale Road (South), Dadar, Bombay 400 025. Manufacturers of Quality Men's Wear. (D)

Echjay Industries Pvt. Ltd., 83, Bajaj Bhavan Nariman point, Bombay 400 021. Manufacturers & Exporters of rayon & synthetic textiles, fabrics, 100% mulberry silk fabrics & Made-ups, polyester & blended shirting rayon velvet & patchwork fabrics (D)

Flaire Apparel Industries Pvt. Ltd., 212, Vasan Udyog Bhavan, Tulsi Pipe Road, Bombay 400 013. Manufacturers & Exporters of Groovy T-Shirts. (D)

Haresh Corporation, 106, Mahim Industrial Estate, Behind Navjivan Society, Mori Road, Mahim, Bombay 400-016. Manufacturers & Exporters of Night-Wears and Day-Wears and My-My Lingerie. (D)

India Arts & Krafts, 35/11 Shanker Road, New Delhi-110 060. Manufacturers of all kinds of Scarves/Stoles in Voile, Georgette, Art Silk, Silk, Linen in Screen Block, Marble, Rainbow Stone Prints and Sequin Embroidery Jobs and Sipy Necklaces. (D)

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**Nagda Exports**, 24, Western India House, 17 Sir P. M. Road, Bombay 400 001. Phones: 253167. Gram: Aashqoo. Telex: By 2167 Akayco. Manufacturers & Exporters of Cotton handloom furnishing fabrics, bedspreads, Madras checks crepe and napkins, tea-towels and terry towels, silk and embroidery fabrics. (C)

**Skeleton Arts**, 8/9, Advani Chambers, 4th Floor, Sir P. M. Road, Bombay 400 001. Export: Pure Silk Garments, such as Kurtas, Scarves, Shirts, Gowns & Other Fashionable Dresses. See Advt.

**Sabnam Hosiery Works**, 24, Rocky Industrial Estate, I. B. Patel Road, Goregaon East, Bombay 400 063. Manufacturers & Exporters of 'Sabnam' T-Shirts. (D)

**Shree Jam Hosiery Works Pvt. Ltd.**, 2/4, Old Hanuman 2nd Cross Lane, Dhirubhai Parikh Marg. Bombay 400-002. Manufacturers & Exporters of knitwear and hosiery, t-shirts and sportswear. (D)

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**res. Contact: Sumo Exports, Foreign Trade Development**, 201, B. N. Chambers, R. C. Dutt Road, Baroda-390 005. (C)

**Surya Lace Enterprises**, Narsapur 534 275, W. G. Dt. S. India. Manufacturers and Exporters of Handmade Cotton Lace Goods consisting of ovals, oblongs, doilies, squares bed-spreads etc. (100% cotton lace goods). (D)

**The Nirmal Enterprises**, Seth Moti Lal Compound, Free Ganj Road, Hapur 245101, Ghaziabad. Manufacturers & Exporters of Handloom Cotton Bed Covers, Table Covers, Table Mats, Napkins, Durries. (D)

**United Garment Industries**, Sona Udyog Estate, Block 209, 'B' Building, Parsee Panchayat Road, Andheri (East), Bombay 400 069. Manufacturers & Exporters of made-up items & readymade garments. (D)

**Universal Apparels**, 228, Jay Gopal Industrial Estate, Bhavani Shanker Cross Rd., Dadar, Bombay 400 028. Tel.: 4224619. Specialists in Jeans and Trousers. (D)

**Vaishalee Creations**, Kera-wada House, 461, Chira Bazar, 1st Floor, Dr. Veigas Street, Bombay 400 002. Manufacturers & Exporters of readymade garments, handloom cloth and all chikan products. (D)

**Yaseen Trading Co.** 109, Garden View, Ground Floor, Room No. 1, Tank Road, Bombay 400 008. 'Everfit' Bras & Panties. (D)

## Toiletries, Cosmetics & Perfumes INDIA

**Avlon Cosmetics**, Veena Dalvai Industrial Estate, S. V. Road, Unit No. 136/37/38, Jogeshwari (W), Bombay-400 102. Tel.: 346645, 62-2933. Manufacturers and exporters of Nail Polish, Lipstick, Lipgloss, Face Powder, Compact, Rouge, Talcum Powder, Face Cream, Shaving Cream, Liquid Foundation, Shampoo, Turmeric Cream Sachet, Perfume Spray, Attar and Agarbatti. (D)

**Asia Drug Co.**, 25, Vellappiranda Mudaliar Street, Chidambaram 608 001. Manufacturers & Exporters of Natural Herbal Shampoo, Herbal Tooth Paste, Herbal Tooth Powder, Choicest Ingredients added, No Synthetic Chemicals or colour, No after effects. Enquiries Solicited. (D)

**Attar Mohd. Dawood & Bros.**, Development Bank Building, 1st Floor, Palton Road, Bombay 400 001. Manufacturers & Exporters of Perfumes & Agarbatties. (D)

Contact Exporters/Importers for quality Natural Henna Powder, Black Henna Hair Dyeing (Herbal), Perfumed Henna Shampoo (Herbal). **Gajraj Mehandi Udyog**, P.O. Box 17, Sojat City 306-104 (Raj.) Gram: GAJRAJ Phone: 152. Bombay Office: 51, Lunet Building, 3rd Floor, Dr. Ambedkar Road, Dadar (E), Bombay-400 014. (D)

**Gandhi & Sons**, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.

**Kuco Products**, 2/303, Ashirwad Industrial Estate, Ram Mandir Road, Goregaon (West), Bombay 400-063. Tel.: 683797/684098. Manufacturers & Exporters of Cosmetics. Available in various fragrances. Ask for our popular brands Rave, Rival, Royal Touch, Cherish etc. (D)

**Shri Ramtirth Yogashram**, 27, Umesh Dham, Vincent Sq. St. No. 2, Dadar, Bombay 400 014. Tel.: 463209/452687. Manufacturers of 'Ramtirth' Ayurvedic Brahmi Oil for hair and body massage. (D)

**Sorabji Nowroji & Co.**, 16, Horniman Circle, Bombay-400 023. Tel.: Office: 2929-37/43, 296346. Wholesale depots: 331275, 349293, 33-1033. Cable: Welfare, Bombay. The oldest and largest stockists and exporters of sandalwood, sandalwood oil and palmarosa oil. Manufacturers of 'CROWN' brand Sandalwood oil. Export enquiries Solicited. (C)

**Spencers & Spencers Co.**, 48, Nand Ghanshyam Industrial Estate, Opp. Indoco Remedies, Off Mahakali Caves Road, Andheri (E), Bombay 400 093. Tel. Resi.: 545044. Office: 6326157-6326168. Manufacturers of quality Cosmetics. (D)

## Travel Goods INDIA

**Sai Industries**, 518, Loha Bhavan, Carnac Bunder, Bombay 400 009. Tel.: 3228-38/338428. Manufacturers of 'Styles' Personal Bags that add more style to your lifestyle. (D)

## Water Filters INDIA

**Goldring Consumer Products**, 3, Dr. Radhakrishnan Salai, Kalasapuram, Madras-600 004. 'Goldring' Stainless Steel Water Filter. (D)

**Ravi Enterprise**, 220 Ajay Service Industrial Estate, B-Anjirwadi, Mazgaon, Bombay 400 010. Manufacturers & Exporters of 'Welofil' Water Filter. (D)

## Wax Products INDIA

**Prakash Candle Works**, Chhittipur B.H.U. Varanasi 221 005. Manufacturers of MADHUR JYOTI perfumed, decorative and consumer Candles and Candle Lamps, Utility Candles etc. Need 'worldwide representation. Also can represent foreign candle manufacturers in India. (D)

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### SCOTLAND

James M. C. David, Carpet Kingdom, 95 Minard Rd., Glasgow 641. Importers of Rugs|Carpets. (E)

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Allied Impex Corporation Limited, Manzoor Chamber, Katchi Gali No. 1, Off Marriott Road, Karachi-2. Importers of pharmaceutical raw materials and industrial chemicals. (D)

## Computer Software

### GERMANY

S + S Software Vertriebs GmbH., Schottelkamp 23a, 4620 Castrop Rauxel 9. Importers of Software programmes. (E)

## Electrical & Electronic Goods

### FRANCE

Four Electriques — Pyrometrie Industrielle, 31, Avenue de Quincy, 77380 Combs-La-Ville. Import: Electrical Products. (D)

### U.A.E.

Murad Abdulla Electrical Components, P.O. Box 13746,

Dubai. Importers of Electrical goods & accessories. (E)

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### CYPRUS

A. M. Constantinou E.A.C., P.O. Box 4506, Nicosia. Importers of Engineering & Industrial Products. (D)

Eletanco Ltd., P.O. Box 3652, Nicosia. Importers of Refrigeration|Heating products, tools, thermometers, motors etc. (D)

### NEW ZEALAND

Kibbys Metal Pressing Ltd., P.O. Box 75, New Plymouth. Importers of Fasteners — Washers (mild steel, stainless steel and brass), steel sheets 8' x 4' x 1/8", Steel Coils. (D)

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### DOMINICA

Bernadette Trading, P.O. Box 93, Roseau. Importers of fishing equipment, artificial baits, nets. (D)

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### KUWAIT

Hamed Marzook Est., P.O. Box 26362, Safat. Importers of different kinds of canned foodstuffs. (D)

### MALAYSIA

Overseas Import & Export House Sdn. Bhd., 16, Medan Ramah, Taman Gembira, Jalan Kuchai Lama, 58200 Kuala Lumpur. Importers of cuttlefish, pomfret fish, live frogs, live crabs, prawns etc. (E)

### SRI LANKA

Pettah Essence Suppliers, No. 18|1, Dam Street, Colombo 12. Importers of all kinds of food colours, essences, essential oils, chemicals, various kinds of perfumery

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## General Merchandise

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### AUSTRIA

Medain H. Postfach 37, Hinsenkampfl. 1, A-4040 Linz. Importers of General Merchandise. (D)

### BENIN (REP. OF)

Commercial & Inter-Mark Corporation Ltd., B. P. 03-0221, Cotonou. Importers of panties, t-shirts, used and low price clothes|shoes, used tyres and tubes. etc. (E)

Osiri O. Ejit Agwu, B. P. 1694, Cotonou. Importers of second-hand clothings,

textiles, clothings, garments, cosmetics, jewelleryes, food items, office equipments, electronic equipments, washing machines, matches, caps, gas ranges, watches|clocks and sunglasses etc. (D)

### BELGIUM

Ceramespa Trading S. A., Bd. Saint Michel 7, 1150 Bruxelles. Importers of General Merchandise. (D)

### CANADA

Children's World Boutique, 10584 King George Hwy., Surrey, B. C. V3T 2X3. Importers of General Merchandise from India (E)

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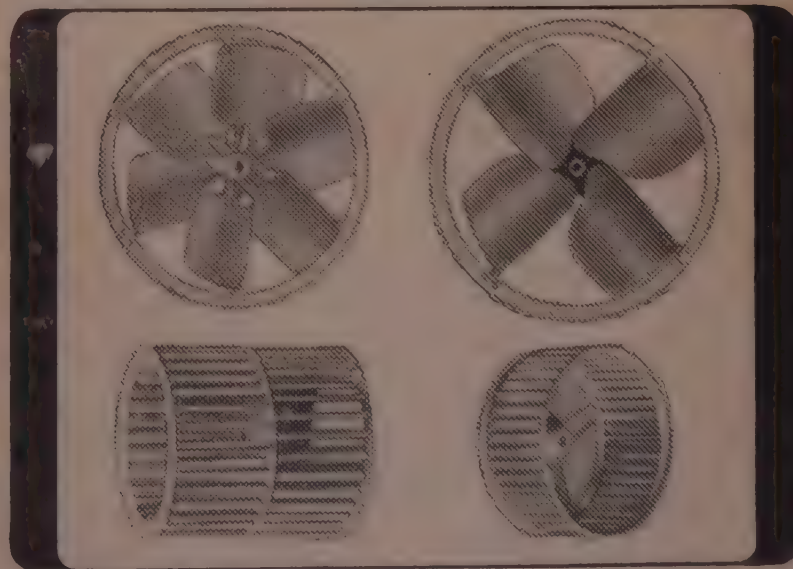
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Fourar Layachi, 2, rue Fernand Leger, 93150 Blanc-Mesnil. Importers of General Merchandise. (D)

Kuenemann Jean, 51, rue Principale, 68390 Balderheim. Importers of General Merchandise. (E)

Nimfskern, 136, Rue de Metz, F-57300 Talange. Importers of General Products (D)

Sercopub, 3, rue Pleyel, 75012 Paris. Importers of General Merchandise. (D)

Toutimport, 10, Rue Janssen, 75019 Paris. Importers of General Merchandise. (D)

#### GERMANY

D. M. C. Ojinsky, D-2000 Hamburg 36, Postfach 3040-45, Colonnaden 68. Importers of General Merchandise. (E)

Frank Liedtke, An der B 73 Nr. 210, Postfach 1602, 2160 Stade 1. Importers of general machindise. (D)

Inh. Wolfgang Kramer, 2850 Bremerhaven, Lloyds-trasse 13, Bahnstation Bremerhaven-G. Importers of General Merchandise. (E)

Jurgen Pechmann, Am Riedekamp 3, 3070 Nienburg. Importers of General Merchandise. (E)

#### GHANA

Gyafric Limited, P.O. Box 0561, Osu-Accra. Importers of Tractors and Implements and General Merchandise. (D)

Kasettella Trading Enterprises Ltd., Post Office Box 779, Cape Coast. Importers of shoes, ladies and children

wear, electrical appliances, leather works, men wear, bags, shirts, jeans, t. shirts, bed sheets, towels, sports goods, all kinds of leather goods, electric stoves, kerosene stoves, sound stems, tape recorders, electrical fans, t.v. sets, videos etc. (D)

Mankind Farms & Trading Enterprises Ltd., P.O. Box 174, Tarkwa W/R. Farmers, Traders, Food Processors, Exporters of Agricultural Produce and Importers of general goods. (D)

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15-B, Jln. Ulu Tiram, 81800 Ulu Tiram, Johor. Importers of General Merchandise. (E)

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Sahar Printing Press, P.O. Box 2459, Jeddah 21451. Importers of paper, ink & plates, fertilizers & chemicals.

Saleh Al-Askar & Son Co., P.O. Box 1057, Dammam. Importers of General Merchandise. (D)

#### SINGAPORE

Trade Spur Trading, Bedok Central P.O. Box 638, Singapore 9146. Importers of General Merchandise. (D)

#### SWEDEN

Christian Hagglov, Box 16217, 10324 Stockholm. Importers of General Merchandise. (D)

MF Import, Bergsgardsgardet 4.424, 32 Angered, Goteborg. Importers of all types of Indian products. (E)

Press Dee's Import & Export & Export, C/o. vrsson, Prastgardsangen 12 III, 412 71 Gothenburg. Importers of General Merchandise. (D)

#### SWITZERLAND

Scan Osterreich, A-6822 Rons 68. Importers of General Merchandise. (D)

#### SYRIA

Abad Al Salam Mustafa, P.O. Box 4125, Aleppo. Importers of imitation jewelry, decorative items, all kinds of clothings. (E)

#### TURKEY

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#### U.S.A.

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**Community Thrift Store**, 416 North Plaza, Fairfield, Alabama 35064. Importers of General goods suitable for the USA. (E)

**Euro Imports Inc.** 23 Just Road, Fairfield, N. J. 07006. Importers of General Merchandise. (D)

**Metro Unlimited**, P. O. Box 15957, Fort Wayne, Indiana 46885. Importers of General Merchandise. (E)

**Minaxi Agencies**, 1515 Running Brook Dr., Suite 2017, Arlington, Texas 76010. Importers of shoes, ready-made garments, textile piece goods, hardware, watches, toys, gifts items, knives, cutlery, tools, all types, wrench sets, electronic organ, sunglasses, handbags, wall clocks, cosmetic, fans, gold and imitation jewellery, baby walkers, strollers, bicycle, brassware, furniture, electronic games, electronic items etc. (D)

**RLG Enterprises, Inc.**, P. O. Box 3128, Humble, Texas 77347. Importers of General Merchandise. (E)

**Sam Paradise & Associates**, 935 North Main, Vidor, TX. 77662. Importers of General Merchandise. (D)

**Shah International Trading Co.**, 44626 Parkmeadow, Dr. Fremont, Calif. 94539. Importers of Basmati Rice, Diamonds, Engineering Goods. (D)

**Sunshine Mailers, Inc.**, P.O. Box 894, Newark, New Jersey 07101. Importers of General Merchandise. (D)

**Wiertel's Enterprise**, 308 Ogden Street, Winter Haven, Fl. 33880-3630. Importers of General Merchandise particularly new product lines. (D)

### Handicrafts & Handloom Products

#### U.K.

**Bead Games (int) Ltd.**, 236, Marston Road, Oxford-OX3 0EJ. Importers of all kinds of beads, embroidered motifs fabrics & beading, handmade cloth dolls, antique beads, jewellery & embroideries, patchwork textiles etc. (E)

#### U.S.A.

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#### SINGAPORE

**An-Nur Enterprise**, P.O. Box 2349, Maxwell Road, Singapore 9043, are interested in herbal products. (D)

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**Star Services**, P.O. Box 2275, Station "B", St. Catharines, Ontario L2M 6P6. Importers of jewellery, gifts, novelties and solid brass. (D)

### Miscellaneous

#### AUSTRALIA

**Techno Product Resources Pty. Ltd.**, Datapoint House, 8th Floor, 157 Walker St., North Sydney 2060, N.S.W. We are involved in international transfer of products and technology of major Australian companies in all fields of manufacture. (D)

#### HONG KONG

**Hong Kong Trade Development Council**, Great Eagle Centre, 31st Floor, 23, Harbour Road. Importers of General Merchandise. (D)

#### IRELAND

**Omac Laboratories**, Athenry Road, Loughrea, Co. Galway, OMAC Laboratories provide analytical services to mineral exploration

companies and are willing to diversify into other areas. (D)

#### SAUDI ARABIA


**Dr. Shaikh Md. Mojammel Haq**, Najran, P.O. Box 35, importers of raw materials for storage batteries and technical assistance for manufacturing good quality automotive dry charged storage batteries of international standard from India. (D)

#### TOGO

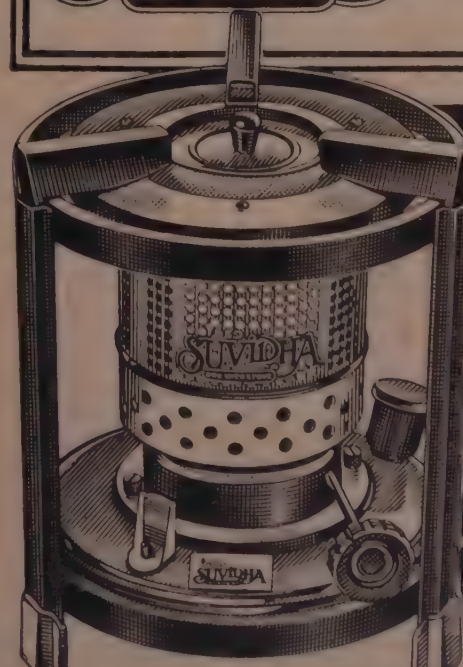
**Dade Obalasa. B. P. 198**, No. 50, Rue D'Amoutive, Lome. Joint Venture for Establishment of "Liquid Detergents Industry" in the Fed. Rep. of Nigeria. (D)

#### U.S.A.

**Randy Curtis**, P.O. Box 1011, Goldendale, Wa. 98620. is an inventor of items in electronics, tools, household products, kitchen products, automobile amazing devices, toys, games, military weaponry and electronic watches, and would like to contact manufacturers to produce them on royalty basis. (D)



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### DOMINICA

Liverpool Richards Ltd., (D)

South City, Grandbay. Importers of sports equipment and cheesecloth. (D)

## Textiles & Clothing

### SWEDEN

N. A. G. Import, Strandby Ertan, 67050 Charlottenberg. Importers of Clothes (D)

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Sciencetech, P. O. Box 51385, Limbe. Importers of pharmaceuticals | chemicals | laboratory equipments. (E)

## Wood Products

### SYRIA

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## BANGLADESH

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Export Import Corporation (Eximco) Ltd., C/4, Polwel Market, Nayapaltan, G.P.O. Box No. 3546, Dhaka-2. Importers of Indian Plants and machineries also chemicals and minerals all sorts. (D)

Four Star International Trading Company, 48, New Elephant Road, 1st Floor, Dhaka 5. Importers of pharmaceutical raw materials and machinery, chemicals (organic, inorganic, industrial), textile machinery items. (D)

Homeland Products Corporation, 16, Kabiraj Lane, (Putuatoly), Dhaka-1. Importers of machinery & equipments, chemicals (industrial), textiles (cotton), spares parts of diesel engine. (E)

Ideaning, 3208, Nabi Market, Loyal Road, Chittagong. Importers of Machinery and Edible Oil. (E)

Jalalabad Syndicate, Rahman Mansion, Jallar Par, Sylhet. Importers of textile & workshop machinery, oil mills, plastic machinery, ice plant, cold storage, electrical equipments, dyes & che-

micals, pharmaceutical raw materials and equipments. (D)

K. K. Islam & Co., 260/1, Fakirapool, 2nd Lane, Dhaka-2. Importers of printing workshop machinery and other small industries machinery. (D)

New Bengal Agency, 14, Shankari Bazar Road, Dhaka-1. Importers of machinery, general merchandise. (D)

Pyramid, 177/1, Block C, 1st Colony Road, Mirpur, Dhaka. Importers of G. I. pipe fittings. (E)

## CANADA

Kanchan Associates, P.O. Box 797, Scarboro "A" Ont. Canada M1K 5C8. Importers of frozen seafoods, readymade garments, textile made-up articles, carpets, leather & leather goods. (D)

## FRANCE

Bernard Crete, 2, rue Maurice Hardouin, F-78400 Chatou, Paris. Importers of General Merchandise. (E)

## GABON

Newac Continental Gabon, B. P. 1527, Libreville. Importers of electronics, electrical accessories, electrical appliances, foodstuff, rice, canned foods, carpets, motor spare parts, car decoration accessories, toys, footwear,

hardwares, office equipments, leather products, etc. (D)

## GERMANY (WEST)

G. Santoro, Schaffhauser Str., 63, 7890 WT-Tiengen 2. Importers of General Merchandise. (E)

Peter Michael Sauer & Co., Woertherseestr. No. 6, 6200 Wiesbaden. Seek sole agencies but are also interested to purchase on our own account. We are interested in importing/representing in various European countries and the United States of America primarily tea, spices and handicraft products and general merchandise. (E)

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E. B. Adjonyor, P.O. Box 991, Jeshie-Nungua, Estates, Accra. We want to be Agents in West Africa for general goods. (D)

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Premier International Traders Post Box No. 2, East street, Thiruvavaduthurai 609 803, South India. Can Agents for top quality Operation Theatre equipments, Pickles and Canned Vegetables, Fruits, Juices, Food Products, Handloom Items and Cycle Parts. (S)

## INDONESIA

Tobing Informatica & Consulting Centre, Jl. C. Telaga Wangi 90-A, Mojolangu Blmb., Malang 65128, East Java. Importers of General Merchandise. (E)

## IRELAND

Eloh Trading, Ardaun, Oranmore Co. Galway. Import Export Agents and Manufacturers Representatives for all goods. (D)

## MAURITIUS

Commercial Agency Service, P.O. Box 463, Port Louis. Importers of paint brushes, plastic cloth, gum turpentine, bicycle tyres, crockery (drinking water set, tea set etc. from Jaipur) (D)



## **NIGERIA**

Progressive Enterprises Nigeria Ltd., 1, John Street, G. P.O. Box 8413, Lagos. Importers of building materials, sheet window/door glass, mirrors, sanitary fitting & sanitary hardware, plumbing materials, louvre window frames, decorative & plain plywood & Formica/Sunmica, wall & floor tiles. (D)

Okelanfa (Nig.) Enterprises, P.O. Box 11618, Ibadan. Importers of pharmaceutical products, optical goods, spectacle frames, lens etc. ball point pens, garments & caps. (E)

Prince A. A. Sulaiman & Sons, P.O. Box 5874, Lagos. Importers of General Merchandise. (E)

## **PAKISTAN**

Allied Impex Corporation Ltd., Manzoor Chamber, Katchi Gali No. 1, Off Marriott Road, Karachi-2. Importers of Pharmaceuticals Raw Materials & Industrial Chemicals. (D)

## **SINGAPORE**

Concern Trading Pte. Ltd., 105, Sims Avenue, 07-08, Cahncerlodge Complex, Singapore 1438. Importers of General Merchandise. (D)

M. Z. Anika Agency, 436, Changi Road, Singapore 1441. Importers of Silver Jewelry (ring with CZ stone) Craft & Gift items suitable for mail-order business. Irma Herbal tumblers & blocks for anti diabetic. (E)

## **SRI LANKA**

Bakir Enterprises, 72, Vivekanandt Hill, Colombo 13. Importers of General Merchandise. (D)

City Trading Company, 38, 3rd Cross Street, Colombo 11. Importers of bicycles, bicycle spares, hardware, tools, electrical item, paints, paint raw materials & sundry goods. (D)

Laksiri Setashoji Agencies (Pvt) Ltd., 53 2/7 Mansoor Building, Colombo 11. Importers of General Merchandise. (D)

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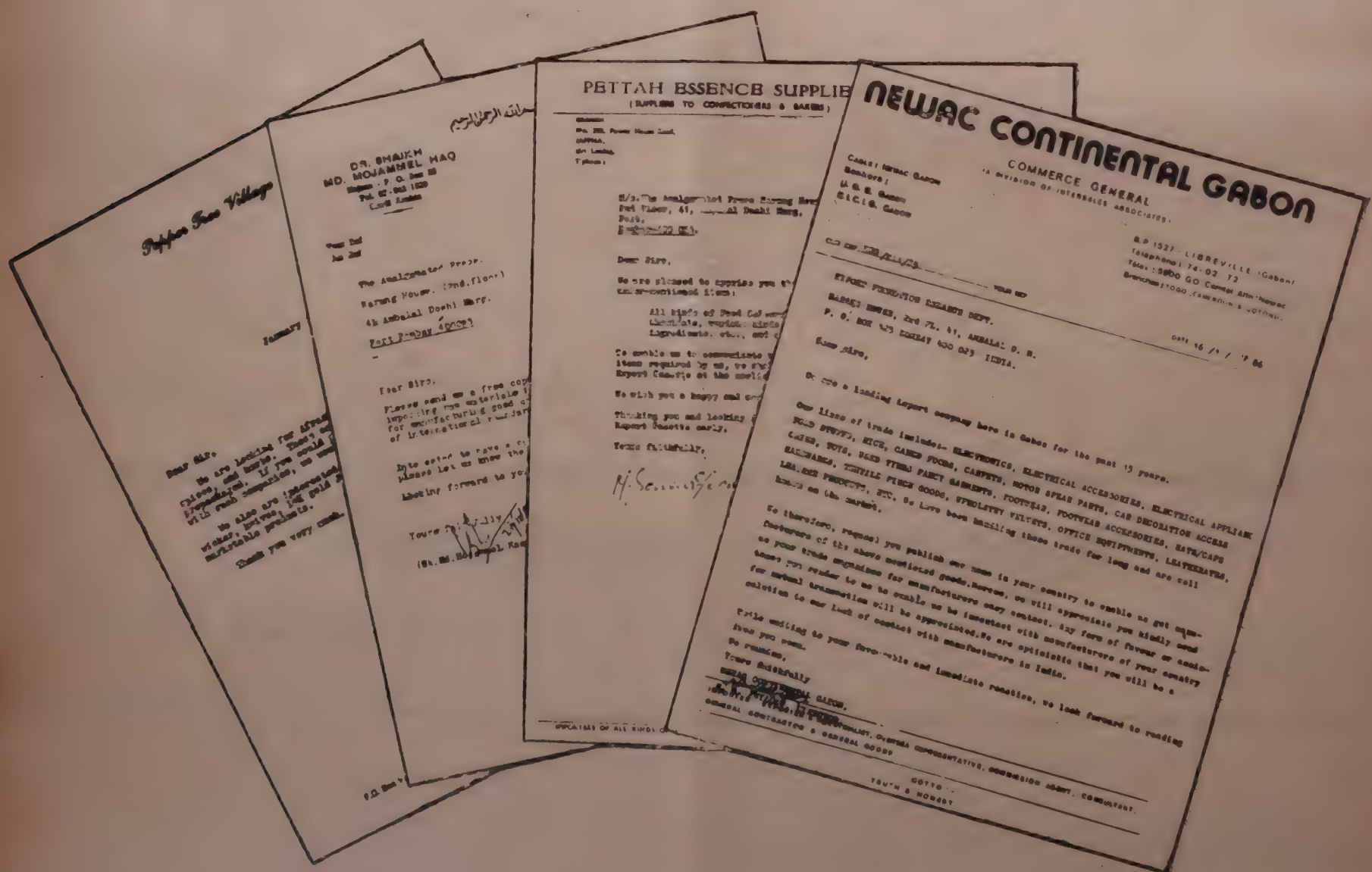
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# INTERNATIONAL MARKETS & ECONOMIES

Capital : Kuala Lumpur  
Population : 15.07m (1984)  
GNP per capita : US \$ 1,840 (1981)

On 16th September 1963 Malaysia came into being, consisting of the Federation of Malaya, the State of Singapore and the colonies of North Borneo (renamed Sabah) and Sarawak. The agreement between the U.K. and the 4 territories was signed on 9 July (Cmd. 2094) by it, the U.K. relinquished sovereignty over Singapore, North Borneo and Sarawak from independence day and extended the 1957 defence agreement with Malaya to apply to Malaysia. Malaysia became automatically a member of the Commonwealth of Nations. On 9th August 1965, by a mutual agreement dated 7th August 1965 between Malaysia and Singapore, Singapore seceded from Malaysia to become an independent Sovereign nation.

## Population :

1980 census 11,800,000 in Peninsular Malaysia, 1,034,000 in Sabah, and 1,323,000 in Sarawak. Estimate (1984) 15.07m.

## Climate :

Malaysia is affected by the monsoon climate. The N.E. monsoon prevails from October to February bringing rain to the east coast of the peninsula. The S. W. monsoon lasts from mid-May to September and affects the opposite coastline the most. Temperatures are uniform throughout the year.

## Constitution and Government

The Constitution of Malaysia is based on the Constitution of the former Federation of Malaya, but includes

safe-guards for the special interests of Sabah and Sarawak. It was amended in 1983. The federal capital is Kuala Lumpur was established on 1 February 1974 with an area of approximately 94sq. miles. The official language is Bahasa Malaysia.

The Constitution provides for one of the 9 Rulers of the Malay States to be elected from among themselves to be the Yang di-Pertuan Agong (Supreme Head of the

Federation). He holds office for a period of 5 years. The Rulers also elect from among themselves a Deputy Supreme Head of State also for a period of 5 years.

## Defence

The Malaysian Armed Forces are made up of the Malaysian Army, the Royal Malaysian Navy and the Royal Malaysian Air Force. Each Service has its own component of reserves.

The Malaysian Constitution provides for the Yang di-Pertuan Agong (Supreme Head of States) to be the Supreme Commander of the Armed Forces who exercise his powers and authority in accordance with the advice of the cabinet. Under the general authority of the Yang di-Pertuan Agong and the Cabinet, there is the Armed Forces Council which is responsible for the command, discipline and administration of all other matters relating to the Armed Forces, other

than those relating to its operational use.

## ECONOMY

**Planning :** The fourth 5-year plan, 1981-85 envisages an expenditure of MS 42,830 m. and aims at national unity through the two-pronged objectives of eradicating poverty irrespective of race and of restructuring society to eliminate the identification of race with economic functions.

Federation of Malaya, now known as Peninsular Malaysia, comprises the 11 States of Johore, Penang, Negeri Sembilan, Selangor, Perak, Kedah, Perlis, Kelantan, Trengganu, Penang and Malacca. On 31 August 1957 the Federation became the 11th sovereign member-state of the Commonwealth of Nations.

**Economy :** Revenue and expenditure for 1983: Revenue (17,266 M \$ 1 m.) and Expenditure (11,270 M \$ 1 m.)

## Energy and Natural Resources

**Electricity :** In 1983, 10,616 m. kwh. were generated commerce and industry are the main consumers.

**Oil :** Production (1983) 18,286,900 tonnes of crude oil.

**Minerals :** Production (in tonnes); Tin-in-concentrates; 1983, 41,400; 1982, 52,300. Iron ore; 1983, 113,700; 1982, 340,300. Bauxite; 1983, 501,800; 1982, 589,000. Copper; 1983, 123,400; 1982, 128,800. Gold 1980, 4,621 troy oz 1979, 5,273.

**Agriculture :** Total area under agricultural crops, 1978 8 m. acres. This included 254,830 acres of second season rice crops. Rice: Production in 1983, 1,818,100 tonnes from 654,900 hectares. Rubber; Production in 1983, 1.53m. tonnes; Oil palms; Production in 1983 (estimate), 3m. tonnes of palm oil; 67,300 tonnes of cocoa; 72,000 tonnes of coconut oil. Tea : Production in 1980; 3,202,000 kg. Livestock : (1983) Cattle, 600,000 buffaloes, 300,000; sheep 66,000; pigs, 2.1m. goats 350,000.

# MALAYSIA

**Budget :** Revenue and expenditure for 1983. Revenue 17,266 and Expenditure 11,270. (in M. \$ 1 m.)

**Currency :** Bank Negara Malaysia (Central Bank of Malaysia assumed sole currency issuing authority in Malaysia on 12 June 1967. The unit of currency issued by Bank Negara Malaysia is the Malaysian ringgit (\$) which is divided into 100 sen

## COMMUNICATIONS

**Post :** The Postal Services in Malaysia are under the Ministry of Energy, Telecommunications and Post and are headed by the Director-General of Post, Malaysia.

## PENINSULAR MALAYSIA

**Area and Population :** The total area of Peninsular Malaysia is about 50,806 sq. miles (131,587 sq. km). The federal capital is Kuala Lumpur (244 sq. km.)

**Constitution and Government :** The States of the



**Fisheries :** Landings in 1983 (estimate), 730,300 tons; 1982, 676,500 tons. Number of vessels in 1979, 21,439 powered, 5,955 non-powered.

#### INDUSTRY AND TRADE

**Commerce :** In 1983 exports totalled M \$ 32,922 m. and imports M \$ 30,724 m. Chief imports (1983 provisional); Machinery and transport equipment, M \$ 13,453 m; manufactured goods, M \$ 4,948 m; food M \$ 2,969 m. Chief exports (1982) Rubber, 704,000 tonnes (m \$ 1,373 m), crude petroleum (M \$ 3,720 m.); sawn timber, 8,649,000 cu. metres (m \$ 1,554 m), other exports (1981) palm oil, 2.35m. tonnes (M \$ 2,710 m); palm oil, crude 2,822,000 tonnes (M \$ 1,77m.), saw logs, 15,816,000 cu. metres (M \$ 2,473 m.); bauxite (1980), 718,300 tonnes (M \$ 20.8m.).

#### Religion

More than half the population are Muslims, and Islam is the official religion. In 1970 there were 4,673,670 Muslims, 765,250 Hindus, 220,897 Christians and 2,495, 739 Buddhists.

#### SABAH

The territory now named Sabah, but until September 1963 known as North Borneo, was in 1877-78 ceded by the Sultans of Brunei and Sulu and various other rulers to a British syndicate, which in 1881 was chartered as the British North Borneo (Char-

tered) Company. The Company's sovereign rights and assets were transferred to the Crown with effect from 15 July 1946. On that date, the island of Labuan ceded to Britain in 1846 by the Sultan of Brunei) became part of the new Colony of North Borneo. On 16th September 1963 North Borneo joined the new Federation of Malaysia and became the State of Sabah.

#### Area and Population

Area is about 28,460 sq. miles (73,711 sq. km), with a coastline of 973 miles (1,577 km.). The interior is mountainous. Mount Kinabalu being 13,455 ft. (4,175 metres), high. Population, 1980 census 1,012,608, (1983 estimate, 1,116,000), of whom 838,141 were Pribumis, 163,996 Chinese, 5,613 Indians, 3,296 others. The native population comprises Kadazans (largest and mainly agricultural), Bajaus and Bruneis (agriculture and fishing), Muruts (hill tribes), Suluks (mainly seafaring) and several smaller tribes.

The island of Labuan became Federal territory on 16th April 1984, 35 sq. miles (75 sq. km.) in area, lying 6 miles (9.66 km.) off the north-west coast of Borneo is a free port. It has a fine port, Victoria Harbour.

The principal towns are situated on or near the coast. They include Kota Kinabalu, the capital (formerly Jessel-

ton, 1980 census population (preliminary), 108,725, Tawau (113,708), Sandakan (113,496), Keningau in the hinterland (41,204) and Kudat (38,397).

#### Climate

The climate is tropical monsoon, but on the whole is equable, with temperatures around 80°F (26.5°C) throughout the year. Annual rainfall varies, according to locality, from 10" (250 mm) to 148" (3,700 mm). The north-east monsoon lasts from December to April and chiefly affects the east coast, while the south-west monsoon from May to August gives the west coast its wet season.

#### Constitution and Government

The Constitution of the State of Sabah provides for a Head of State, called the Yang Dipertua Negeri Sabah. Executive authority is vested in the State Cabinet headed by the Chief Minister.

#### ECONOMY

**Budget :** Budget for 1981. Revenue: M \$ 1,206,110,099. Expenditure: M \$ 1,738,218, 335.

**Commerce :** The main imports are machinery, tobacco, provisions, petroleum products, metals, rice, textiles and apparel, vehicles, sugar, building material. Imports for 1983 M \$ 3,802,333,624 Exports M \$ 5,432,972,223. The main imports are rice, provisions, textiles and apparel, tobacco, cigars and cigarettes, sugar, vehicles, machinery, petroleum products, metals and building materials. Exports are rubber, timber, hemp, fish, fresh, dried and salted, copra (including re-exports), cocoa beans, veneer sheets, palm oil, copper concentrates and crude petroleum.

#### SARAWAK

The Government of part of the present territory was obtained on September 24, 1941 by Sir James Brooke from the Sultan of Brunei. Various secessions were made between 1861 and 1905. In 1888 Sarawak was placed

under British protection. On 16 December 1941 Sarawak was occupied by the Japanese. After the liberation the Rajah took over his administration from the British military authorities on 15th April 1946. The Council Negri on 17th May, 1946, authorised the Act of Cession to the British Crown by 19 to 16 votes, and the Rajah ceded Sarawak to the British Crown on 1st July, 1946.

On 16th September 1963 Sarawak joined the Federation of Malaysia.

**Area and Population :** The Area is about 48,250 sq. miles (124,449 sq. km.) with a coastline of 450 miles and many navigable rivers.

The population at 1980 census was 1,294,753 (1978 estimate, 1,173,906 including 386,260 Dayaks; 182,700 Malays; 103,194 other natives, 294,020 Chinese; 9,735 others). The annual rate of increase is 2.4% (estimate). Working population (1980) 710,000.

#### ECONOMY

**Budget :** In 1982 State revenue was M \$ 536.3 m; expenditure: M \$ 543.8m. The revenue is mainly derived from royalties on oil and timber.

The fourth Malaysian 5-year development plan (1981-85) provides for Sarawak an expenditure of M \$ 3,567 m; of this sum over 90% is to be spent on roads and bridges, land development, port development, education, electricity and water supply and agriculture.

**Currency :** The Malaysian dollar is on a par of £ 0.334 or US \$ 0.426.

#### INDUSTRY AND TRADE

**Commerce :** Export of crude oil in 1982 was 4.41m. tons (M \$ 2,725 m.) about 60% of total exports. The bulk of crude production was exported to Japan, USA, Philippines and Thailand.

Total import value, 1982, M \$ 3,313m; 1981, M \$ 3,001m. Export, 1982, M \$ 4,967 m; 1981, M \$ 4,514m.

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# INTERNATIONAL TRADE NEWS & NOTES

## DIAMOND BOURSE TO START FUNCTIONING SOON

India's first diamond bourse at Diamond Plaza in Bombay, which has been delayed for over one-and-a-half years, is expected to start functioning from April, 1986. The plaza is located in a five-story building in Central Bombay. About 90 per cent of India's diamond trade is carried on from Bombay.

According to a spokesman of the Minerals and Metal Trading Corpn., (MMTC), the Bombay Municipal Corporation has recently issued an occupation certificate to the Diamond Plaza building and the way is now clear to start functioning the bourse. MMTC, which has taken the lead to set up the bourse, is busy making preparations for the opening ceremony, which is slated for April.

The bourse was to be commissioned in June, 1984, but this was delayed since the BMC did not issue the occupation certificate to the plaza building as its builder had not fulfilled certain requirements. On persuasion by the bourse members, however, the BMC authorities issued the occupation certificate in November, 1984, and the MMTC had announced that the bourse would be inaugurated in January 1985. Later, however, it was indicated that the occupation certificate was for a partial use of the building and was given on special considerations. The hitch is now understood to be over.

The customs division has already shifted from Sahar

airport to the bourse and is operating for the last eight months after the partial occupation was granted. The export and import parcels are being examined and cleared from the plaza and the traders have to pay services charges. Not only has their financial burden increased but they have to carry parcels up to airport and bear the risk.

The Gems and Jewellery Export Promotion Council has yet to shift its section to the plaza. Exporters are yet to occupy their offices in the bourse. The trading hall on the fifth floor is ready, awaiting an official opening ceremony. The bourse could be said to be fully commissioned when airlines, air freight, insurance and bank offices start functioning there.

MMTC, which has spearheaded the bourse idea, has already invested Rs. 81 lakhs as capital expenses. According to MMTC sources, the diamond bourse at the Diamond Plaza is a miniature of the proposed gigantic diamond complex, where the bourse will be located in its own building. At the last meeting of the Gems and Jewellery Export Promotion Council, the Chief Minister of Maharashtra assured that the State Government would make the land available for this purpose. A plot has been already identified in South Bombay for the complex.

The Bharat Diamond Bourse, the first diamond exchange in the country, will be an autonomous organisation run by the diamond traders as a society of diamond traders

and exporters, with the MMTC functioning as the co-ordinator.

## PAKISTAN TO IMPROVE TRADE TIES WITH INDIA

Pakistan President Mohammad Zia-ul-Haq has assured Pakistani businessmen and traders that negotiations for expanding trade ties with India would ensure a balanced two-way trade of benefit to both countries.

Addressing members of the Pakistan Federation of Chambers of Commerce and Industry recently President Zia said that Indian and Pakistani negotiators had agreed to correct trade imbalance automatically if it exceeded 200 million rupees.

## ILO WARNS OF MONETARY CRISES

The one trillion dollar debt-gun-pointed at the global monetary and economic system could very well go off, triggered by the combined pressure of sluggish growth and rising protectionism, according to a report.

According to a recent symposium of the International Labour Organisation (ILO), the flow of new loans has almost dried up since the 1982 debt crisis, as a result of which developing countries can only hope to meet their interest and repayment obligations by further expanding exports and cutting imports.

However, basic commodity markets are in doldrums and

the developing countries have had to turn to the manufacturing section for exports. Industrialised countries present this competition and their answer to this has been protectionism, participants said.

Increased protectionism, they said, hurt the exports of the developing countries, forcing them to deflate and cut their imports still further. This in turn, robbed the industrialised countries of major exports market and jobs at home.

Starved of cash and deprived of sufficient export earnings, developing countries would not even be able to pay the interest on their debt, let alone resume the road toward recovery. The debt burden would thus increase dangerously, the participants at the symposium said.

Defusing this potentially explosive situation will require multi-pronged, mutually reinforced efforts in the North and the South, they said.

Looking into the problems of trade, adjustment and international economic co-operation, the meeting stressed the need for a more balanced, sustainable, non-inflationary growth in advanced countries.

At the same time, positive adjustment, including the training and retraining of the workforce, overcoming capital and labour market flows than impede the growth potential of enterprises, and the introduction of new technologies, would have to be promoted, the symposium concluded.



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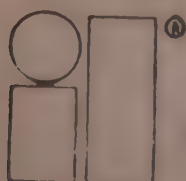
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# INDIAN EXPORT HIGHLIGHTS

## ENGINEERING GOODS

The Engineering Industry is again expected to show a dismal performance on the export front in the current year. According to current indications, engineering exports are expected to be around Rs. 1,250 crores and at the most Rs. 1,300 crores for the year ending March, 1986, the same as last year. The western region is expected to account for about half of this, at Rs. 675 crores.

A target of Rs. 1,750 crores has been set for the current year and at Rs. 5,700 crores by 1990. In the last few years, exporters have been provided various incentives and facilities from the Government and at present they do not seem to have any worthwhile reason to justify their poor export performance.

## FOOTWEAR

Following the permission given to big houses to enter the hitherto reserved area of footwear manufacture, many international companies are evincing keen interest in entering the manufacturing activity in collaboration with big industrial houses in India. This interest can now be expected to increase following the lifting of tariff quotas on Indian shoe exports to EEC countries.

Indian exports will now be part of the global quota and will no longer attract a duty of 10 per cent on shoe exports to EEC countries. Under the new liberalised policy, MRTP and FERA companies can enter the footwear manufacturing activity by putting up units in backward areas and exporting 75 per cent of the output. Already,

two international companies have reached an agreement with two Indian companies and two more are having discussions.

In view of a vast and expanding export market, the Indian Government is keen on encouraging the entry of big houses in the field to earn valuable foreign exchange. Most existing footwear units are in the small to medium category and are not in a position to afford modernisation nor have aggressive export marketing strategies. The world import market is growing at the rate of 15 per cent annually and India at present accounts for around 3 to 4 per cent of the market.

Exports of footwear in 1984-85 were Rs. 27 crores and of footwear components Rs. 133 crores and in 1985-86, the same are targetted to be Rs. 30 crores and Rs. 230 crores respectively. The Seventh Plan target for the same in 1990 is Rs. 65 crores and Rs. 770 crores respectively. According to industry sources, these targets can be easily exceeded due to the vast market and good leather base in India.

Total leather exports in 1985-86 are targetted at Rs. 605 crores and Rs. 1,200 crores in 1990. To achieve this the Government recently slashed the import duty on leather machinery to 35 per cent from 81.5 per cent ad valorem and has fully exempted raw hides and skins and crust leather and finished cattle leather from import duty with a view to making available enough quantities for export purposes.

A footwear institute, being set up by the Government in Delhi, will apart from under-

taking promotional activities, also provide foreign collaboration in all aspects of footwear manufacture.

## CHEMICALS

The renewed interest shown by British trade in Indian products is likely to get a boost particularly in chemicals and pharmaceuticals. This has been observed at the conclusion of a one-day conference organised by the Basic Chemicals, Pharmaceuticals & Cosmetics Export Promotion Council in Bombay recently.

The main objective of the conference was to facilitate increased Indian exports to the UK by assisting Indian exporters and officials in their approach to the UK market and in familiarising them with the current trading conditions in the UK. The other reasons were to promote greater awareness in the UK of Indian products and services of development of Indian manufacturing capabilities and to stimulate greater co-operation between Indian and UK business enterprises.

A high-powered delegation representing various segments of the chemicals and pharmaceuticals trade, who visited several Indian chemical and pharmaceutical units feel that several Indian products are comparable with those manufactured in developed countries. Mr. Eric Galdwell, leader of the British trade delegation, however, feels that the Indian companies should be more quality-conscious besides competitive pricing and proper delivery schedule to keep up the tempo of exports. In-

dia's present exports to the UK have been to the tune of Rs. 17 crores which are expected to double next year.

## SEEPZ EXPORTS

Exports from the Santa Cruz Electronics Export Processing Zone (SEEPZ) have shown a discouraging trend in the current year despite incentives made available and additional facilities created at the zone, mainly because of the continuing recessionary conditions in the world market.

During first 11 months from April, 1985, to January, 1986, exports have amounted to Rs. 68.98 crores against Rs. 79.40 crores during the corresponding period of the previous year. The declining trend, though modest, has been noticed throughout the year.

Exports from SEEPZ during 1984-85 had totalled to Rs. 95.83 crores and it was expected that exports would cross Rs. 100 crores in 1985-86. Realising the downtrend, the current year's target of Rs. 120 crores has been already lowered to Rs. 110 crores. However, on the present reckoning, it is feared that not only the target will not be reached but the exports will also not cross the Rs. 100 crore mark.

## RICE

A vast market has opened up for Indian rice, with the Government decision to lift the ban on exports of non-Basmati rice. Indian rice is expected to be exported to Kuwait, Qatar, Bahrain, Oman, the UAE, Saudi Ara-



bia and the U.K. which are major rice importing countries of the world. Even the Soviet Union is expected to buy rice from India.

There are very few countries in the world who can export rice India as one of the major rice producing countries in the world is, however in position to export rice. With about 20 per cent of world production India ranks second to China in rice production. The country has at present nearly 5 million tonnes of rice in the national pool of food grains. The government has permitted exports of non-Basmati rice within a non-specified ceiling on a first-come-first-served basis. What is more, it has fixed the minimum export price (MEP) at Rs. 4,000 per tonne (FOB).

The country is already exporting Basmati rice for the last few years. The MEP has been fixed at Rs. 7,500 for Basmati rice. The exports of Basmati rice are expected to be about 25 lakh tonnes in 1985-86, against 2.40 lakh tonnes valued at Rs. 163 crores in 1984-85, 1.40 lakh tonnes valued at Rs. 93 crores in 1983-84 and 1.78 lakh tonnes valued at Rs. 1.05 crores in 1982-83.

Although the Government has not disclosed the quantity of rice that will be permitted for export it is hoped that about 5 lakh tonnes of non-Basmati rice will be released. This would mean that the exports of non-Basmati rice would fetch about Rs. 200 crores. Among various non-Basmati varieties of rice, Parimal is expected to be the most acceptable to overseas buyers. The MEP fixed at Rs. 4,000 a tonne is stated to be very realistic and Indian exporters are unlikely to experience any difficulty, in booking orders at this price. The price level prevailing in the country at the moment will, in fact, yield handsome profits to exporters. Parimal rice is quoted at Rs. 3,000 to Rs. 3,500 per tonne even at consuming centres

like Bombay. At producing areas from where exporters are expected to obtain the required supplies, prices are fairly lower than the MEP fixed by the Government.

## PROJECT EXPORTS

India is to get new orders for setting up projects in Malaysia of a total value of nearly 70 million Malaysian dollars.

This was finalised during talks between the visiting Indian commerce secretary, Mr. Prem Kumar and the Malaysian authorities recently. Indian High Commissioner, Mr. Ranjit Sethi told the press at a briefing recently.

During the visit the Commerce Secretary, discussed the arrangements to be made for a negotiated offer to Indian parties of starting one hydro-electric project in Peninsular Malaysia and two steel bridges in the country.

## SOYABEAN MEAL

Indian soyabean meal has made a dent in the world protein market thanks to a favourable turn in market conditions. Among farm products, it has emerged as one of the important items of exports. While the exports of most oilseed meals have suffered a setback on account of various factors, the exports of soyabean meal have recorded sustained growth.

Exports of soyabean meal are expected to reach a level of Rs. 100 crores in 1985-86, and given the present pace of growth, these are likely to touch a level of Rs. 200 crores in the next few years.

For the present, the east European countries are the major buyers of Indian soyabean meal but the chances of selling to West European countries are also bright. In fact, inquiries from these countries are pouring in and some of them have also placed orders for the supply of soyabean meal.

## TEA EXPORTS

The production of tea during 1985 is estimated at 655 million kg. targeted for the period. Exports of tea have been up with issue of export licence for 229 million kg. of tea. Actual shipments made are estimated to be 221 million kg. valued at about Rs. 709 crores.

It may be recalled that the highest value of tea exports was recorded in 1984 with 215 million kg. worth Rs. 745 crores. The performance for 1985 must be viewed in the context of sharp fall in world tea prices from the record levels of 1984.

These facts were brought out in a recent review of the tea industry's performance by the commerce minister.

There are two major factors responsible for the high foreign exchange earning from tea exports despite sharp fall in the world tea prices. One of these was the new tea marketing policy designed to optimise export earnings while maintaining stable domestic prices: The production target of 655 million kg. with 435 million kg. for domestic consumption and 220 million kg. for export. The new policy favours export of higher value tea varieties. The second factor was adoption of a strategy to increase exports of packaged and bagged tea. Exports of these varieties rose to 33 million kg. valued at Rs. 134 crores as against 19 million kg. valued at Rs. 73 crores exported in 1984.

## LAC EXPORTS

Export of lac during April-December 1985 has reached 4,044 tonnes valued at Rs. 32.43 crores and has exceeded the Rs. 30 crores target for 1985-86. It is now expected that lac exports will cross the Rs. 40 crore mark with a projected export of 5.150 tonnes during the current financial year.

The registration of sales during April-December 1985 was 5,052 tonnes of shellac

valued at Rs. 38.58 crores, 299 tonnes of seedlac valued at Rs. 2.48 crores and 57 tonnes of kiri valued at Rs. 1.7 crores.

The registration of sales shows that countries accounted for nearly 80 per cent of total exports. While 2,206 tonnes were exported to traditional markets in Europe and the USA 2,196 tonnes were exported to West Asia and other Asian countries.

The growth in production has been particularly good in Madhya Pradesh, West Bengal.

## NEW EXPORT PROCESSING ZONE

As the first of the five new export processing zones to begin sending out export items, Falta is expected to achieve an export target of around Rs. 3 crores by the end of March, this year.

The first FEPZ unit started exporting computer peripherals in early January and has a ready completed exports worth Rs. 78 lakhs to the Soviet Union, West Bengal Minister for industry, Mr. Nirmal Bose said during his visit to the export processing zone recently.

He said the progress made in the year since its inauguration in October 1984 was impressive. The boundary wall for the customs bonded area had been built enclosing some 100 acres of land. A temporary shed has been constructed for housing some of the new manufacturing units that were anxious to begin production without waiting for the permanent standard design factory shed to be built.

Eighteen units have received clearance for setting up manufacturing facilities at Falta, involving an investment of around Rs. 30 crores. By the end of five years Falta is expected to export goods worth Rs. 400 crore of which the net foreign exchange earning will be around Rs. 200 crores.



# TRADE AGREEMENTS

## INDO — USSR

The trade relations between India and the USSR might undergo some major changes in the years to come in the context of the technological progress achieved by both the countries, according to Mr. S. A. Pavloe, head of the department of foreign trade, who visited recently.

Speaking on Main principles and direction of economic development in USSR and prospects of Soviet-Indo trade recently organised by the All India Exporters' Chamber, he said that Indian exporters should now concentrate more on good quality manufactured products.

The Soviet authorities have become more quality conscious today, he pointed out.

He said that as the Soviet industry has started manufacturing a number of products, which it used to import earlier, this aspect should be taken into account by exporters while making their export efforts. There are a number of industrial products USSR imports every year.

## TUNISIA KEEN ON JOINT VENTURES

Tunisia is keen to set up joint ventures with Indian collaboration in making textiles, steel and two wheelers. Other areas of tie-ups which it is exploring relate to investment, technical know-how and supply of essential inputs.

This was stated recently in Delhi by the leader of the

six-member Tunisian delegation, Mr. Abdelhamid Bou-naouala, Director, Minister of Planning.

Speaking at a FIEO function he said that India and Tunisia could expand the existing scope for collaboration in industrial and agricultural fields. Tunisia, they said, was keen to diversify its trade with India.

## INDO-KOREAN PACT

India and the Republic of Korea have identified seven possible areas of bilateral co-operation in science and technology, according to a report.

The areas identified in the agreement, signed recently are materials, science, metallurgy, non-destructive testing, high polymer chemistry,

pharmaceutical chemistry, electronics and telecommunication and energy and resources. The co-operation documents were signed by Korean delegation leader Sungam. The Chang Director General for Technical Co-operation Ministry of Science and Technology, and delegation leader Yash Pal, Secretary, department of science and technology.

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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## EUROPE SOFTWARE '86 APRIL 8-10, 1986

'Europe Software 1986, is the only trade fair in Europe which is devoted exclusively to software. For the past six years this fair has served as a stage for well-known software suppliers — a place to exhibit their products.

And judging from the number of visitors last year and the interest level, the high standards are being maintained. Attendance records are to be broken yet again.

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'Europe Software 1986' exhibits products and services in the field of automation for a wide variety of applications.

Everything from administrative data processing to operating systems for industrial applications.

Two international seminars will be held during the trade fair. These seminars will be topical and provide information which relates to the pro-

ducts being exhibited at the fair.

Wednesday, April 9, 1986  
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IBM's data base software. Today's implications for tomorrow's techniques.

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DP professionals concerned with the development of data processing projects involving IBM data base management systems.

More information about the exhibition will be given by the organizers :

**Royal Netherlands Industries Fair, P.O. Box 8500, 3503 RM Utrecht Holland telex 47132.**

## LEIPZIG FAIR : INDIA ASIAN EXHIBITOR

India will be the biggest exhibitor country from Asia

in this year's spring fair at Leipzig from March 16 to 22.

About 30 Indian firms will be exhibiting their products in ten branches at the fair, represented in collective Indian pavillion as well as in various commodity houses.

Among the public sector organisations to participate in the fair are Coffee Board, State Trading Corporation of India and Hindustan Machine Tools.

Apart from Socialist countries, including China, and most of the leading western industrial countries, a number of developing countries — Algeria, Angola, Ethiopia and Mozambique — will be present at the Leipzig Fair.

Trade between India and German Democratic Republic has been increasing in re-

cent years. While total trade amounted to Rs. 242 crores in 1984, it is envisaged to step up to Rs. 414 crores during the current year.

## INDIAN TRADE FAIR IN MUSCAT FROM APRIL 2

An exclusive Indian trade exhibition is being organised for the first time in Muscat (Oman) from April 2 to 11, 1986. The exposition will explore opportunities of long-term business contracts, joint industrial ventures and supply of consultancy services.

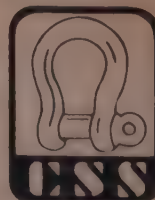
A projection of Indian engineering products and capabilities will be a predominant feature, although other products such as silks, garments, processed foods, kitchen equipment, builders hardware and jewellery will also be included in the display.



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**THE STATESMAN'S YEAR-BOOK, 122nd edition (1985-86).** Edited by John Paxton, published by Macmillan Press, Ltd., Freepost, Houndmills, Basingstoke, Hants. RG21 2XS, London. No. of Pages: 1686. Price £22.50.

This neatly bound, convenient size book contains facts on over 140 countries around the world. It covers in detail of history, area & population, climate, government economy, natural resources, industry and trade, communications, and many other facts which would be very useful to visiting businessmen particularly.

The 1985-86 edition of this annual publications has been

thoroughly revised with the help of correspondents in all parts of the world. It contains, in one volume, not only all the essential facts scattered throughout the many official yearbooks, but also considerable extra data obtainable from reliable private sources.

#### Special features of this edition include :

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- \* Chronology of world events from April 1984 to March 1985.
- \* Western European output and trade data for computers and other telecommunications equipment.

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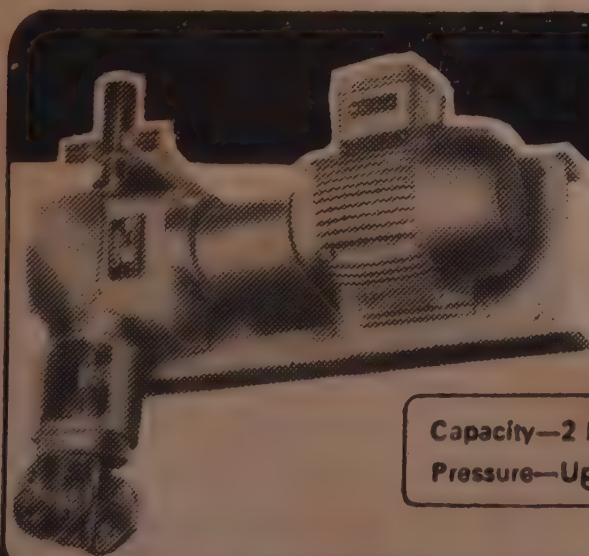
With the object of increasing business relations between Latin American countries and the rest of the world the Latin American Trade Council is distributing free copies of the Latin American Import Export Directory, covering Argentina, Bolivia, Brasil, Chile, Colombia, Costa Rica, Dominican Rep., Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay and Venezuela.

This directory is compiled to provide comprehensive

and up-to-date information on general business facilities in Latin America required by overseas companies and organizations for the promotion of international trade and general business contacts, the 400-page plus Latin American Import Export Directory contains more than 30,000 companies with their addresses, telephone and telex numbers, and have been classified by specific activity which allows the importer or exporter to locate needed data precisely.

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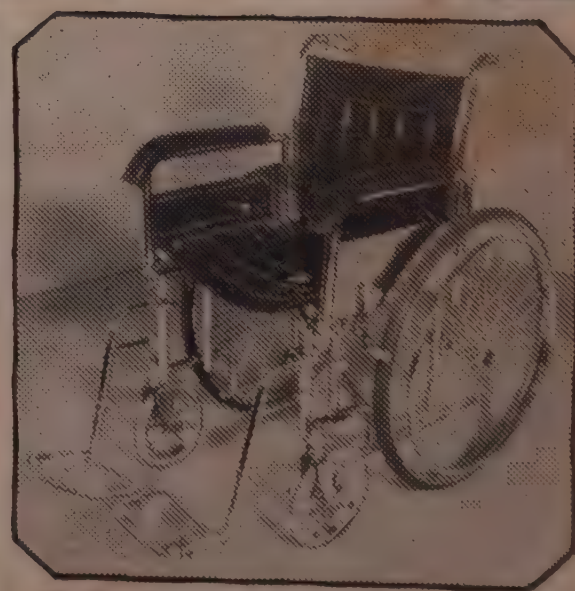
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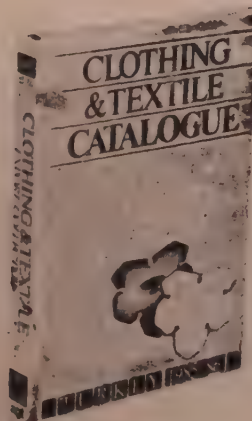
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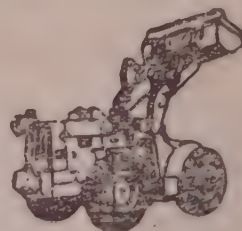
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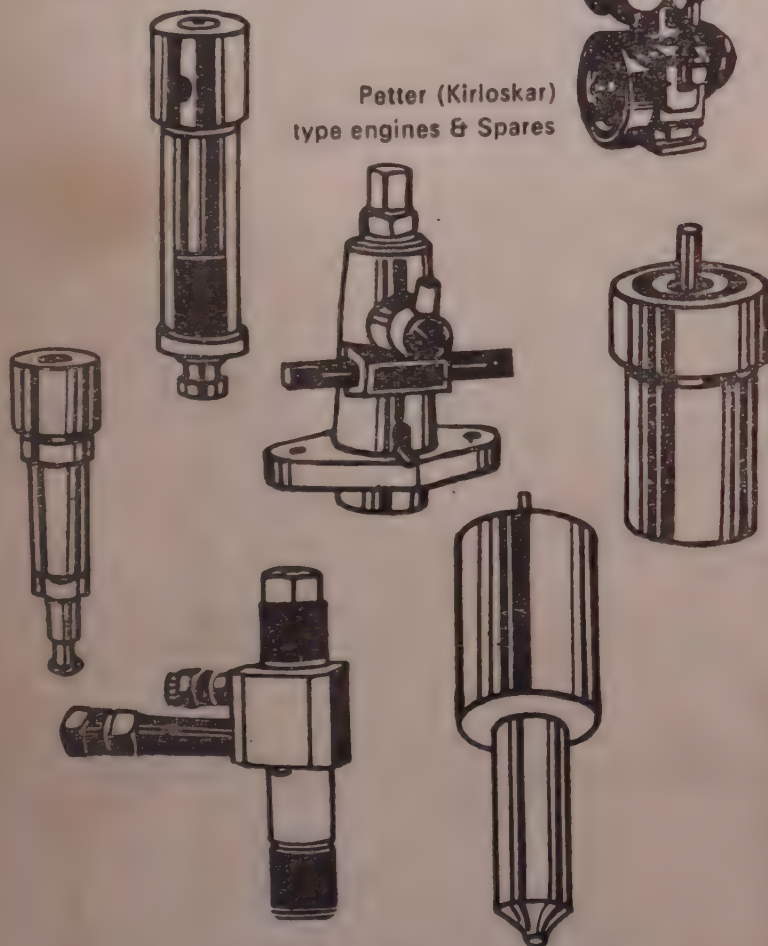
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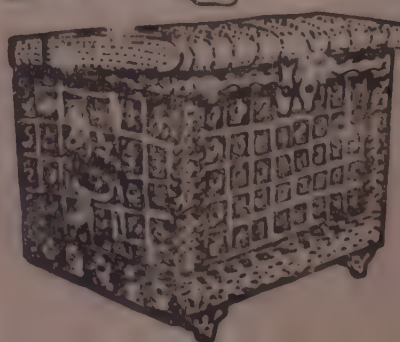
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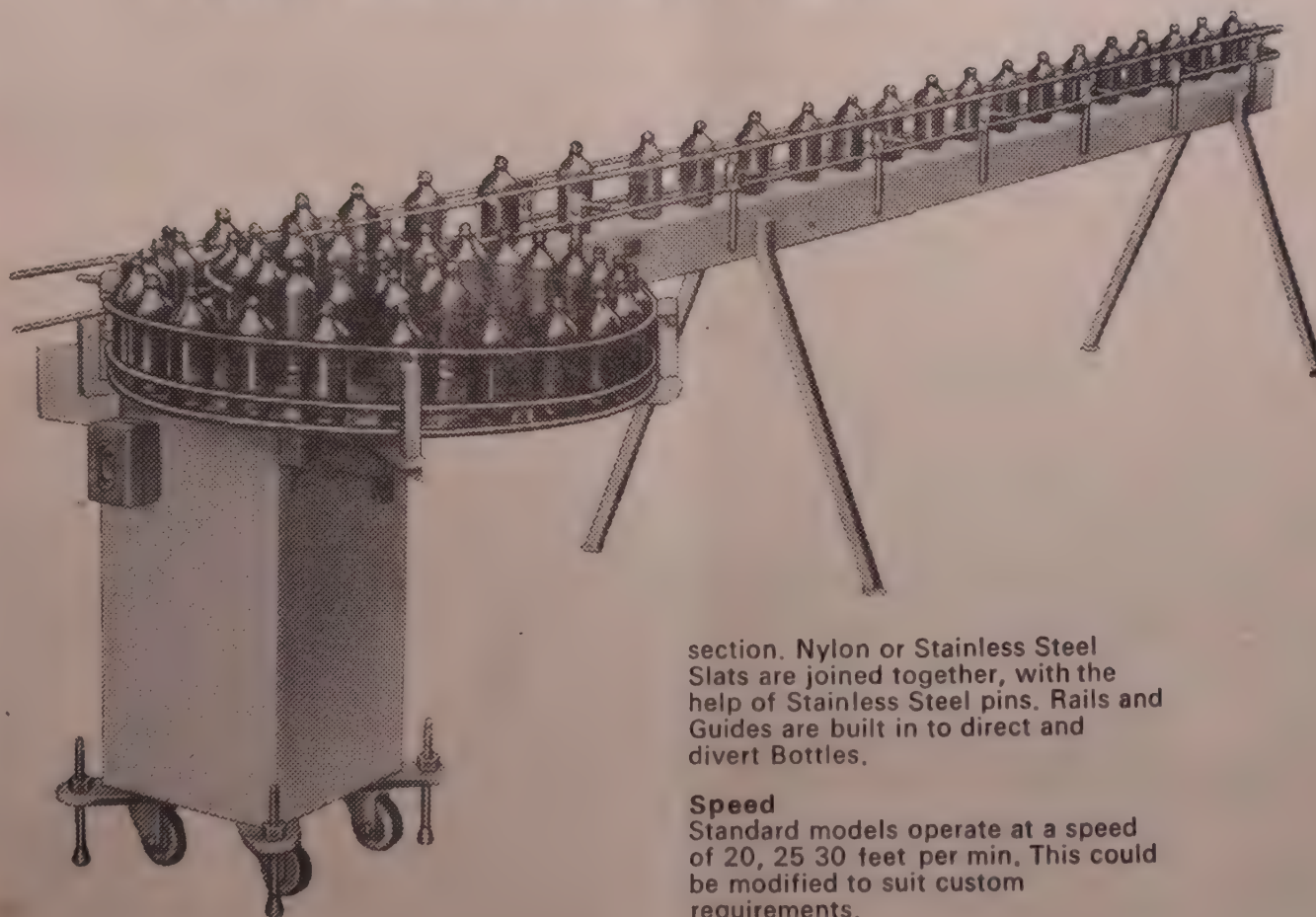
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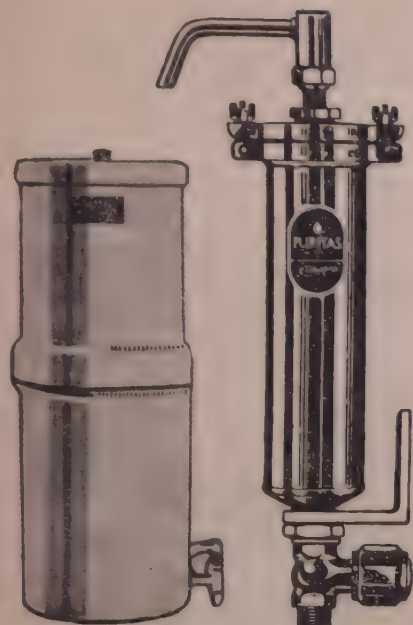


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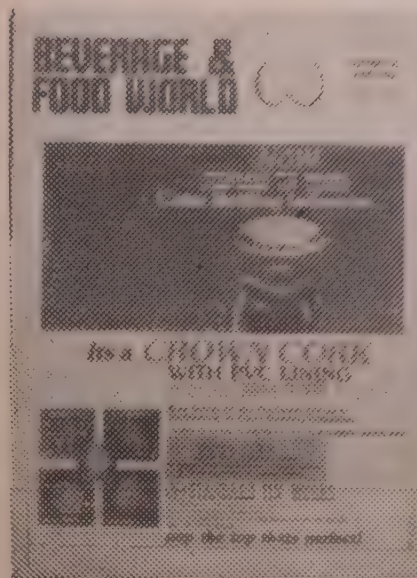
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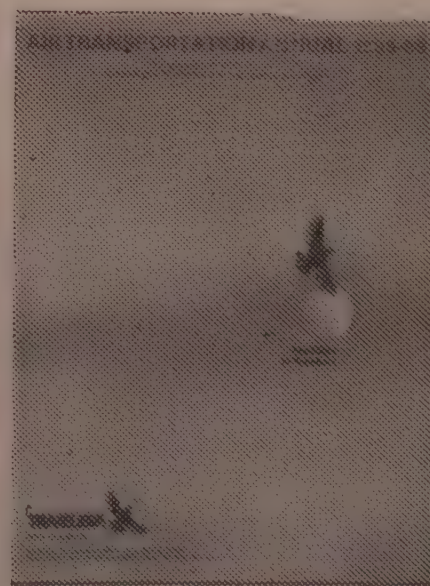
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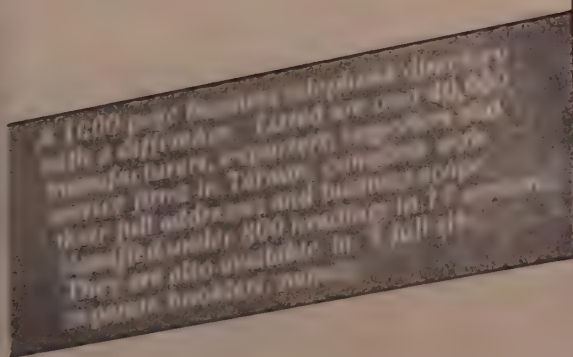
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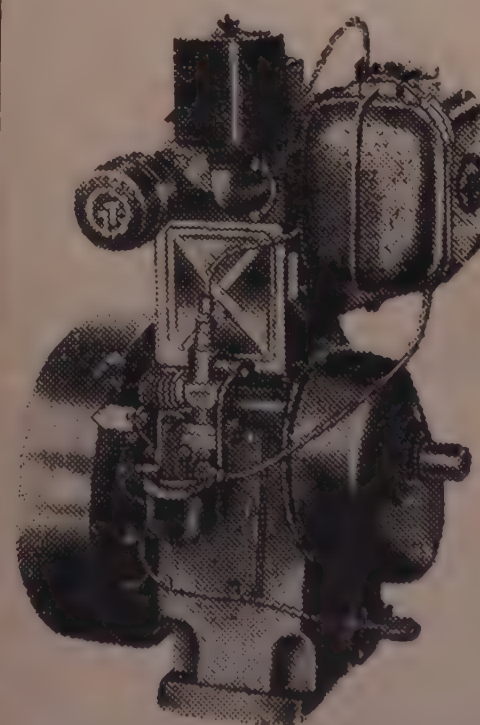
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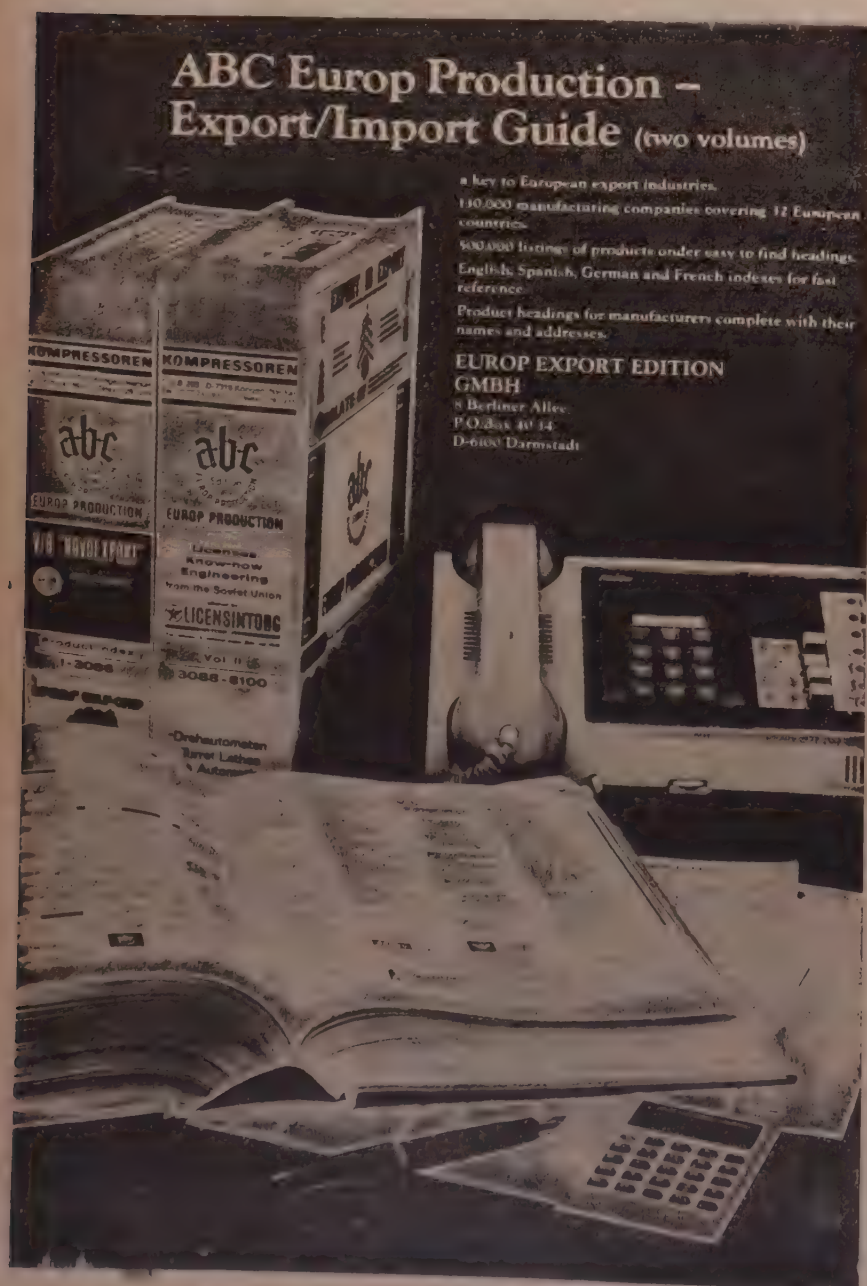
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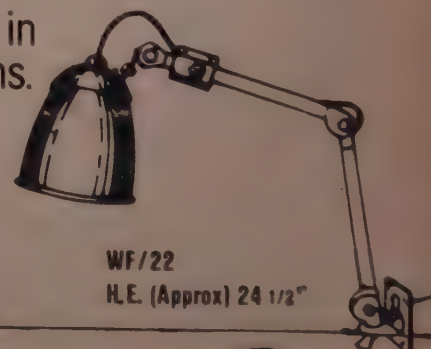
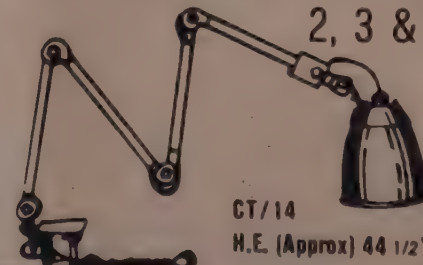
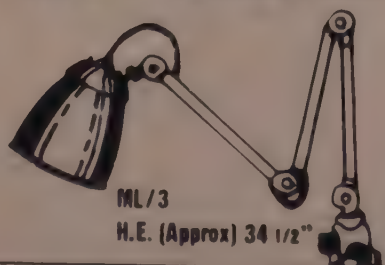
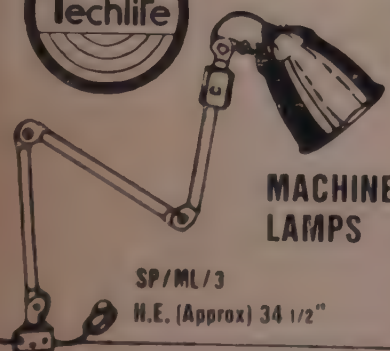
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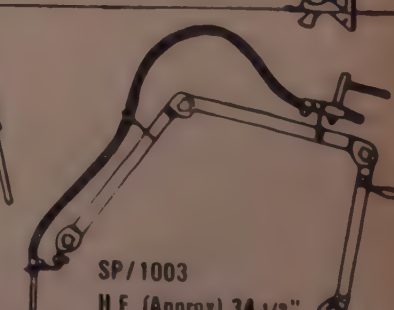
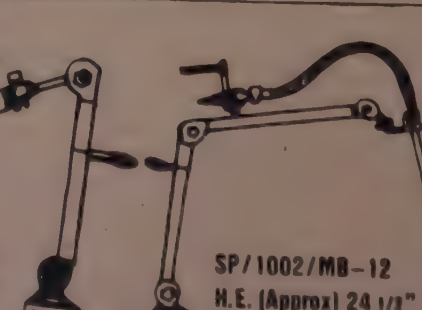
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Laljee Godhoo & Co., 213, Samuel Street, Bombay 400-003. Cable : PRINCESS. Tel : 321379. Manufacturers and Exporters of L. G. brand compounded Asafoetida Powder. (D)

Mohanlal S. Mithaiwala, 271, Zaveri Bazar, Bombay-400 002. Phone : 325498. Manufacturers of tasty Ice Halwa, Golden Ice Halwa, Tansen Halwa and Pure Ghee Sweet. (D)

P.A. Trading Corporation, Export Division, 4, Keshavji Naik Road, P. Box No. 5098, Bombay 400 009. Telex : 011-6702 IMC. Phone : 8727541, 868301. Officers 'AGMARK' Basmati Rice Reliable suppliers to leading exporters. See Advt.

Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporter of Basmati Rice from India. (D)

Punjabi Ghasitaram Halwai Karachiwala, 192, Kalbadevi Road, Bombay 400-

202. Makers of pure ghee North-Indian & Bengali Sweets and Savouries. (D)

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact : PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel. : 5945-74. Grams : "Mixfrut" Mulund, Bombay 400 080. (C)

Punjabi Ghasitram Halwai (P.G.), 58-D, Mohamedali Road, Bombay 400 002. Tel. : 322463-343170. Manufacturers of Savouries, Bengal & North Indian Pure Ghee Sweets :- malai cake, kaju, katli, barfi, motichur laddus, pedas, halwas, gulab jamuns, rossogollas, malai-dhoda, etc. (D)

RPM Enterprises, RPM House, 6926-B, Chandrawal Road, Delhi 110 007. Exporters of Basmati Rice under 'SUN', 'DIAMOND', 'FALCON', 'TIGER' brands. Also exporting tea, coffee, spices, mango products etc. Best quality and most competitive prices assured. (D)

Rotel International, 27/29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400-002. Tel. : 310887/230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jeera special. (D)

Superior quality Pickles hot in oil, Spices, Curry Powder, Milk|Tea|Garam Masalas, Fish|Meat|Biryani Masalas, Garlic Chutney Tandoori Chicken | Sambar | Panipuri | Pav Bhaji|Tandai Char Masalas, Pickle Masalas, Safety Can Openers and Herbal Cosmetics. Contact Manufacturer's Representatives : Salmat Agencies, Salim Manzil, P.O. Box No. 4, Alamcode P.O., Kerala 695 102. Phone : 481. Grams : 'SAL-EXPORTS. (C)

Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel. : 25-

8194. Cable : 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

Shri Balaji International, Wipata House, 3rd Floor, 52, Bomanji Lane, Off Gunbow Street, Fort, Bombay-400 001. Tel : 267769. Telex : 11-5624. Manufacturers & Exporters of Dehydrated garlic powder|flakes, green chilly powder, ginger powder, green vegetables. Also coconut chutney with garlic, hing, curry leaf and ginger. Dessicated coconut in flakes, basmati rice and various food products. See Advt.

Tejsons (Trades) Pvt. Ltd., 2/3 Kartar Bhavan, Colaba, Bombay 400 005.

Manufacturers & Exporters of 'Relish' Mixed Pickles in edible oil. (D)

The Ravalgaon Sugar Farm Ltd., Walchand Group Showroom, Export Pavilion No. 10, World Trade Centre, Cuiffe Parade, Bombay 400-005. Tel. : 214512|214291. Manufacturers of Quality Sweets, Toffees & Eclairs. (D)

Vee Pee Exports, 10-A, Ameeta, G. J. Bhonsle Marg, Nariman Point, Bombay-400 021. Manufacturers & Exporters of fresh vegetables & fruits, pickles, papads, tamarind, curry powder, basmati rice, cashew nuts, black pepper, red chillies and henna powder. (D)

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## Furniture

### INDIA

Janak Manufacturing Works, Antop Hill, Wadala East, Bombay 400 037. Manufacturers & Exporters of New Intensive Care Bed, Patient Care Equipment and Folding Wheel Chair. (D)

Panban (Furniture) Pvt. Ltd. W2/C/106/6 Naraina Village, New Delhi 110 028. Manufacturers & Exporters of Aluminium Steel Conference Stacking Chairs, Folding Tables, Trolleys, Revolving Chairs, Swimming Pool Furniture, Office Furniture for Hotels and Offices. (D)

Sanghavi Industries, 3-D, 'Avsar' 3rd Floor, 77/81, Kazi Sayed Street, Bombay-400 003. Tel.: 341877. Manufacturers of Garden Swing Rest on Wings, Drawing-Room Decor, Sofa-Sets Cushioned-Folding. (D)

## General Merchandise

### INDIA

Attention! We have products as packets of cashew-nuts, spices of various kinds, goan sausages, pappads (wafers to fry in oil), pickles and many other food items. Also presentation items, silver|imitation jewellery carved wooden articles, silk scarves, woolen|cotton|stone wash readymade garments, steel|leather items, etc. Write: Afonso Exports, C/o. Mina De Crasto, Fontaihas, Panaji, Goa 403 001. (D)

Arce Trading Co., 21, Broadway Shopping Centre, Behind Babubhai Jagjivandas, Dadar T. T., Bombay 400 014. Manufacturers & Exporters of 'Tele Decor,' Telephone covers. (D)

Bradford International, Mayfair 'A', Flat No. 7, S. V. Road, Bandra, Bombay-400 050. Exporters of basmati rice of the finest fragrance, mango pulp and juice of famous Alphonso mangoes, best quality Alphonso mangoes, various types of leather goods, various types of handicrafts, Costume|imitation jewellery, large variety of agarbatties and dhoops (incense sticks), scarves in cotton|silk|viscose and hand towels|napkins. (D)

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Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt. (D)

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557|371386|269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Highland Metal Industries, 163, Panjrapole Road, Bombay 400 004. Phone: 350492, 368155. Manufacturers & Exporters of 'Ruby' stainless steel table ware, kitchen ware and cutlery articles. (D)

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex: 11-71220 MARS. Phone: 538139. Exporters|

Suppliers of Leather|Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrated Onions, Garlic, Gas Mantles, Handicrafts, Imitation Silver Jewellery. (C)

Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay 400-003. Worldwide Exporters of Genuine Indian Spices, Basmati Rice, Foodstuffs, Oilcakes, Indian Handicrafts, Brass Artwares. Also best quality Indian Incense Sticks Agarbathies. (C)

Jeewanlal (1929) Limited, Liberty Building, Marine Lines, Bombay 400 020. Manufacturers of Aluminium utensils and kitchen wares. (D)

Johnwesly International, Building, No 1-5-16, Eshwar-nagar I.B. Road, Station Area, Raichur 584 101. Exporters and Representatives for Engineering Products, Minerals, Electrical Accessories, Fertilizers, Chemicals, Garments, Textiles, Handicrafts, Hardwares, Leather Goods, Silks, Foodstuffs, Spices, etc. We export to 40 countries. (D)

Agents of reputed manufacturers of canned fruits — Pulp (Mango, Banana, Guava, Papaya), Juices (Mango, Orange, Pineapple), Slices in Syrup (Mango, Pineapple, Guava, Papaya) & Preserves (Mango Jam, Pineapple, Mixed), Pickles (Mango, Lime, Mixed), Cashews (roasted & salted), Banana Powder, Soaps (toilet & washing). Kripa India Export Agency, 5/2656, 'KRIPA' Tiruthiyad, Calicut 673 004. Cable: "KRIN-DEXPA". Phone: 63592 (D)

Kayamco, 101/10-11, Narayanrao Koli Marg (Bhandari Street), Bombay 400 003. Exporters, Importers, Manufacturers & Suppliers of raw canes, cane furnitures, various design wooden walking sticks, cane walking sticks, onions, potatoes, garlic, spices, seeds, pulses, fresh vegetables, provision, cutlery, sta-

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**Kilachand Devchand & Co. Pvt. Ltd., Oriental House, Churchgate, Bombay-400 020. Phone: 231845. Tlx.: 112203 Kdco In.** We export Cotton Fabrics, Sheet- ing, Art Silk, Yarn & Sew- ing Thread, Pure Silk, Tassar Silk, Made-ups, Scarves|Sto- les, Lungies, Durries, Dus- ters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

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**Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. T. Road, Off S. V. Road, Santacruz West, Bom- bay-400 054. Phone: 6120-426. Manufacturers & Ex- porters of glass beads, imita- tion jewellery and parts. Ex- port inquiries solicited. (D)**

**Nagda Exports, 24, Wes- tern House, 17, Sir P. M. Road, Bombay 400 001. Ma- nufacturers & Exporters of Handloom Furnishings, Bed spreads, Terry Towels, Nap- kins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)**

**Nimex Trading Corpora- tion, Abbas Manzil, 1st Flr., 11-13, Bhandari Street, Cross Lane, Bombay 400 003.** Fresh fruits, fresh vegetables, betel leaves, hair oils, perfu- mery compounds, chewing tobaccos, pan masalas, bee- dies, pickles from Panipat, tooth paste & tooth powder, cattle feed. (D)

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**Co., Oriental Bhavan, 221, Sheriff Devji Street, Bombay 400 003. Importers, Expor- ters & Manufacturers of Imitation Jewellery & Plastic Ladies Hand Bags. (D)**

**Paresh Exports, Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Ca- ble: Laxmiprem, Bombay 9. Telephone: 864402. Export Books, Newspapers, Periodi- cals, Magazines & Journals, Electrical Goods, Seeds, Spi- ces, Garment Buttons, Rub- ber Products etc. Bankers: Grindlays Bank p.l.c. Man- dvi, Bombay 400 003, Corpo- ration Bank, Bhat Bazar Branch, Bombay 400 009. (C)**

**Philins International Trade & Travel, P.O. Box No. 19128, Prabhadevi, Bombay 400 025. Accessories for PVC pipe, bakelite & brass wiring accessories, conduit fittings, wooden boards, switch gears & electrical appli- ances, foodstuffs garments, hardware, industrial electri- cal instruments, lighting fit- tings, novelties, parts for Autos, sanitary products. (D)**

**Punjab Rubber & Allied Industries, P.O. Box 96, N. G. Road, Jalandhar City 144 001. Phone: 75336/79836. Cable: GOELSALES, Jaland- har. Manufacturers & Ex- porters of flat rubber trans- mission belting 'V' belts and other rubber products, bicy- cle spare accessories, hand tools, sports goods, builders hardware, brass wares & handicrafts. (D)**

**Radha Supplies, 5 Benti- nck Street, Calcutta 700 001. G.P.O. Box No. 107, Calcut- ta 700 001. Exporters of Tea, Spices, Rice, Chemicals, Cardamom, Leather Pro- ducts, Industrial Gloves and Sports Goods. (D)**

**Rafik I. Mansuri & Co., Vanasdawad, Post Box No. 2, Khambhat 388 630, Dist. Kheda (Gujarat). Manufac- turers and Exporters of pre- cious, semi-precious and aga- te stone beads strings, diffe- rent shaped loose beads, dril- led and undrilled, sandal- wood, bone, glass beads and plastic jewellery and dyes-**

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**Rajesh International Ex- ports, 37-23 Defence Colony, Sainikpuri, Secunderabad-500 594. Andhra Pradesh. Telex: 0 155-333 PCO IN. Exporters of Granites, Build- ing Materials, Foodstuffs, Spices, Jewellery in Real Pearls, Semi-Precious Stones, Immitation, Antique Handi- crafts etc. Also Manufactu- rers|Exporters of all products who wish to export their items regularly on commis- sion basis, may kindly send their offers. (C)**

For importing from India Handlooms, Jewellery, Gar- ments, Handicrafts, Bags ensuring good quality and most competitive rates please sent your detailed enquiry to: Rama International Sup- ply Corporation, A-1|40 Pas- chim Vihar, Rohtak Road, New Delhi 110 041. (D)

**Ramsons Exports, 103, Yogeshwar, 135|139, Kazi Sayed Street, Masjid Bunder, Bombay 400 003. Telephone: 333179. Manufacturers and Exporters of agarbattis, rea- dymade garments and other general goods. Grams: "RAPIDSERV". (D)**

**Ravi Enterprises, 220, Ajay Service Industrial Estate, B- Anjirwadi, Mazagaon, Bom- bay 400 010. Tel.: 8727253|8726254|8729003. Manufac- turers & Exporters of 'Welo- fil' Water Filters. (D)**

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Tel. : 315608

### **Branch & Export Dept. :**

54, World Trade Centre,  
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BOMBAY-400 005.  
Tlx. : 011-6846 WTC IN/  
SHARDA-279  
Tel. : 212016/219191 Ext. 279



Alamcode 695102. Kerala, India. Tel : 481. Cable : Salexports. (C)

Tallson World Traders and Exporters, Post Box 376, Hyderabad. Grams : "TALLSON", Telex : 0155-6303. Exporters of handicrafts, software, hardware, sanitaryware, bathroom fittings, readymade garments, handlooms, rubies, pearls, borehole equipments, India Mark II handpumps etc. Ask for minimum prices. (D)

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#### INDIA

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#### INDIA

Gem Granites, 12, Third Street, Gopalapuram, Madras 600 086. Manufacturers

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#### Handicrafts & Handloom Products

#### INDIA

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Ajanta Exports, 24|86 Puniapara, Agra-2 Post Box No. 81, Cable : "Saraf" Agra. We

are manufacturers and exporters of cotton and woollen durries, durrie bags, embroidered zari bags and belts, christmas hangings, ornaments, soap stone boxes, animals, statues etc. (D)

Artisan Exports, 3-B, 3rd Floor, Vijay Chambers, Tribhuvan Road, Bombay 400-004. Tel. : 384128|387488. Manufacturers & Exporter of all types of Indian Handicrafts in brass, copper, leather, wood, ivory. Also imitation jewellery. (D)

Attention Handicrafts Exporters for your requirements of Rosewood Elephants, Tables, Mecca & Medina Art Plate, Brass Items etc. Please contact Messers. Balaji International (House of Handicrafts), 10, Palathope, Mylapore, Madras 600 004, South India. (D)

Chitta Kanungo, M. Fine Artist, Nageswar Tangi, Bhubaneswar 751002. Orissa, India, sells old brass, bronze, artware bowls, boxes, lamps, toys, figures of traditional contemporary value. Also folk ornaments, tribal drums, pipers, chimbals. Write for snaps|samples|drawings. (C)

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Eastern Exports, F|19 Everest, Tardeo, Bombay 400-034. Phone : 897885. Cable : 'EASTGAIN' Tlx. : 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combination, Importers & Agents Wanted. (C)

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**Indiana Handicrafts & Curios, 14, Amarpali, Juhu Vilepare Scheme, V. M. Road, Next to Hotel Dimple, Bombay 400 049. Phone : 574786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)**

**International Export Corporation, .27, Ramanathan Road, Alagappa Nagar, Kilpauk, Madras 600 010. Exporters : Dealing in Silver Jewellery, Imitation Jewellery, Handicrafts and Softwares. We will be glad to supply any other items you wish at lowest price. (C)**

Handloom Woollen Druggets, Cotton Durries, Bed-sheet, Towels, Table Cover, Silk Scarves, Stoles, Imitation Jewellery, Bangles, Bone Articles, Leather Bags/Purses, Belts, Shesham Wood Screens, Carvings, Toys, Gift & Novelties. Jamal Export Corporation, Post Box No. 201, Bhadohi, Dist. Varanasi, India. (C)

Jagmohan Kirpan Factory, Clock Tower, Amritsar. Manufacturers and Exporters of decorative swords and daggers, sandalwood and ebony, plastic chess sets, chess boards, chess players (Chessmen). (D)

K. Sheth & Co., 3rd Floor,

Ghee Bhuvan, 191/193, Samuel Street, Bombay 400-009. Exporters of Handicrafts made of Brass & E. P. N. S. (White Metal), and Turkish & Handloom Towels. (D)

Novelty Export Company, 72, Bapu Khote Road, Bombay 400 003. Tel.: 8516116/8519080. Manufacturer and Exporters of all kinds of Metalwares and Handicrafts. Specialist in Hukkah — Adni Asli Malabari. (D)

R. K. International, 3/704, Navjivan Society, Lamington Road, Bombay 400 008. Manufacturers and Exporters of Indian brass artwares, high fashion readymade garments including silk and chiffon, sequins embroidered maxies, midis, skirts and blouses, scarves in cotton, viscose, rayon and silk, Kolhapuri leather footwear and fashion jewellery made of wood, bone, stones and brass. (D)

Rainbow Art. Centre, P.O. Box No. 38, Indore 452 004, M. P. Manufacturers and Exporters of Stuffed Skin Animals (handicrafts, such as Tiger, Lion, Deer, etc. (D)

**Rajasthan Traders, 29, Banian Road, Pydhonie, Bombay 400 003. Manufacturers & Exporters of Imitation Jewellery, Leather Goods, Handbags, Chappals. Electric Chula & Wall Heaters. (D)**

**Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)**

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**Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel. : 257250. Grams : "Pushpjiwan". Manufacturers/Exporters of Fashion**

**Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.**

**Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel. : 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.**

Manufacturers & exporters of Indian handicrafts i.e. Handicrafts of soap stone, lac, wood, paper machie, bone, horn etc. velvet bags, purses, belts with zari embroidery, semi precious stones, scarves, carpets, durries, etc. interested importers may please contact Smi-ni Exports, 412, Turab Nagar, Ghaziabad 201 001. Phone : 8-47198. (D)

Wizaya Trading Co., 36 Adanja Mudali Street, Mandaveli, Madras 600 028. Export Rosewood handicrafts, carved boxes, tables, horn items, fine metal plates, brass

art wares, jute items, icons, spices, cashew kernels, incense sticks. (S)

We are leading Manufacturers and Exporters of Indian handicrafts particularly bone jewellery, genuine sandalwood and rosewood items, carving in various designs on competitive rates contact Zia Enterprises, 23, Nizamuddin East, New Delhi 110 013. (D)

## Horticultural Products

### INDIA

Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

## Hospital Supplies

### INDIA

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## Jewellery & Gems

### INDIA

Al-Louloua Jewellers Pvt. Ltd., 68, Mohamedali Road, Bombay 400 003. Manufacturers of beautiful top quality real jewellery. (D)

Eastern Exports, F-19, Everest, Tardeo, Bombay-400 034. Tel.: 897885. Gram: EASTGAIN. Specialists in export of jewellery. (D)

India Trading Company, 271, Shahid Bhagatsingh Road, (Frere Road), 1st Flr., P.O. Box No. 819, Fort, Bombay 400 001. Manufacturers & Exporters of Silver: filigree jewellery, sterling jewellery, enamelled jewellery and precious & semi precious stones, studded silver jewellery. (D)

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Labdhi Jewellery, Vishnu Dham, Shop No. 2, 14th Road, Khar, Bombay 400-052. Phone: 547088. Ma-

nufacturers of exquisite precious jewellery. (D)

Madhu Manufacturing Co., G-3, Khira Industrial Estate, S. R. Road, Off. S. V. Road, Santacruz West, Bombay 400 054. Phone: 6120426. Manufacturers & Exporters of glass beads, imitation jewellery and parts. Enquiries solicited. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (C)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Munshi Jewellery Manufacturers, 91, Sarang Street, Bombay 400 003. Phone: 328681. Cable: JEWEL-QUEEN. Manufacturers & Exporters of glittering jewellery in brass, copper, aluminium etc. handmade jewellery of brass, sandalwood, bone, horn, shells etc. plastic & glass beads jewellery, plain and base metal jewellery of precious and semi precious stones available in various colours, designs and dimension. (D)

Navratna Jewellers, 102, Marine Mansion, 1st Marine Street, Queen's Road, Bombay 400 002. Manufacturers & Exporters of studded jewellery in 22 carat gold and diamond jewellery in 18 carat gold and white metal. (D)

Neelam Exports, Chitalia House, 274/276, Dr. Cowasji Street, Dhobi Talao, Bombay 400 002. Manufacturers, Exporters and Importers of silver filigree jewellery, agate stone, bone, precious & semi precious stone imitation jewellery, garments, scarves & handicrafts. (D)

Popley Kewalram Ghan-shamdas Jewellers, 190-192, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Manufacturers & Exporters of gold and diamond jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel.: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery: Finger Rings, Bangles, Pendants and Charms. (D)

Subodchandra & Co., Chandra Bhuvan, 35-37, Dhanji Street, 4th Floor, Bombay 400 003. Manufacturers & Exporters of plain gold, meenakari & precious and semi precious studded gold jewellery, diamond jewellery, precious & semi preci-

ous stones. (D)

T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

V. J. Jewellers, 12-B, Ladiwala Chambers, 11-13, Zaveri Bazar, Bombay 400-002. Exporters & Manufacturers of plain gold jewellery, diamond jewellery and studded jewellery. (D)

Yousuf Fazlehusen Zaveri, Queen's Diamond, 5/7, Maharashtra Karve Road, Opera House, Bombay 400 004. Exporters, Manufacturers & Dealer in gold jewellery, studded with diamonds, pearls and precious stones. (D)

## Kitchenware INDIA

Asian Appliances, 4/4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone: 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

G. B. Industries, Andheri, Bombay 400 058. Phone: 624407. Manufacturers of the reliable 'Mayur' Mixer Grinder. (D)

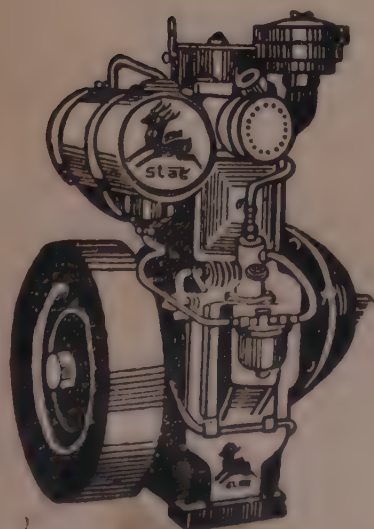
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Noble Electric Co., MIDC Area, Andheri East, Bombay 400 093. Phones : 6047 325, 6046621. Manufacture 'Cookvel' Pressure Cooker. (D)

Orient General Agencies, 20, Podar Chambers, S. A. Brelvi Road, Fort, Bombay 400 023. Tel. : 298852-2989-21. Manufacturers of 'Orient' Super Pressure Cooker. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel. : 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2/3, Kartar Bhavan, 112, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592/220673. Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)

Shree-Jee Enterprise, F-3, Nand Dham Industrial Estate, Marol Maroshi Road, Andheri (East) Bombay 400-059. Phone : 6322752. Manufacturers of Shree Mixie — a superb Mixer cum grinder. (D)

Sunishree Metal, 3rd Panjrapole Lane, C. P. Tank, Bombay 400 003. Manufacturers & Exporters of top-quality Stainless Steel Utensils. (D)

Victory Metals, 101, Khetwadi Main Road, Bombay-400 004. Phone : 380075, 354507. Manufacturers of Stainless Steel cooking utensils with copper bottom. (D)

## Leather Products

### INDIA

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams : Charmodyog.

Phones : 295186/297157/2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

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## Machinery, Pesticide

### INDIA

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## Mica

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Mica Manufacturing Co., Pvt. Ltd., 3C, Camac Street, Calcutta 700 016. Phone : 212277. Manufacturers & Exporters of Mica & Mica-nite Products. (D)

## Mosquito Powerloom Cloth

### INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers : Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone : 381449. Exporters' Inquiries Solicited. (C)

## Plastic Goods

### INDIA

Letape (India) Private Ltd., 10/D/20, Hanuman Building, Chunam Lane, Lamington Road, Bombay-400 007. Manufacturers of Audio Magnetic Tape Pancake for the Cassettes and Reel Tape. (D)

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60, Maker Arcade, Cuffe Parade, Colaba, Bombay 400 005. Manufacturers & Exporters of Musical Instruments Parts, Fingerboards for Guitars. (D)

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### INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

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### INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works : 90/11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office : 1778/4/1. Gandhi Road, Ahmedabad 380 001. (D)

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## Pesticides INDIA

**Beekay Pesticides Pvt. Ltd.**, 134, Mody Street, Post Box 553, Bombay 400 001. Tel : 266546. India's leading formulators of pesticides such as Aldrin, Malathion, Endosulfan etc.

**Excel Industries Limited**, 184-87, S. V. Road, Jogeshwari, Bombay 400 102. Ph. : 571431. Telex : 011-71307 **EXEL IN.** India's leading exporters of Pesticides: Celphos (Aluminium Phosphide) a fumigant; Sulfex (Wettable Sulphur 80%), a fungicide; Zinc Phosphate, a Rodenticide; Endosulfan Technical & E.C. a wide spectrum insecticide. (D)

## Pharmaceuticals, Drugs & Medicines INDIA

**Pravin Laboratory**, 402 Vir Savarkar Road, Bombay 400 025. Manufacturers & Exporters of Ampicillin and Tetracycline Capsules, Chloramphenicol Suspension, Antacid Suspension, Pravin Gripe Water, Paracetamol, Promethazine Hydrochloride Piperazine Citrate, Chloroquine Phosphate, Metronidazole, Pekora Prahist (Single + Double), Antihistamines, Multivitamins all in syrup

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**Pharmalab Industries**, Star Metal Compound, L. B. Shastri Marg, Vikhroli, Bombay 400 079. Manufacturers of Pharmaceutical Machinery like : Filter Press, Automatic Semi Automatic Washing Filling | Canning | Labelling Machines, Water Stills, Vacuum Ovens, Membrane Filter Holders, Pressure Vessels etc. (D)

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### INDIA

**Consolidated Plastics**, 55, Sidhpura Industrial Estate, Masrani Lane, Kurla, Bombay 400 070. Rocket Pouter for industrial and domestic use. Custom Moulded Industrial and Household Products, Blow Moulding & Injection Moulding. (D)

**Milton Plastics**, 202/203, Raheja Centre, Nariman Point, Bombay 400 021. Ice Pails, Ice Packs, Water Jugs, Tiffins, Casseroles, Flasks and Picnic Sets. (D)

**Plasticrafts**, 5, Mehta Building, 26, Calicut St., Bombay 400 038. Manufacturers of **CLARION** Revolving Au-

**dio Cassette Rack, DELITE Air Tight Containers, CINDERELLA Flower Vases, Snack Trays, Tumblers and other plastic household products. Sole Export Agents:** **Standard Exporters**, G.P.O. Box 302. Bombay 400 001. Tel. No. 266460-264991. Cable : **JEWELBABY**. Telex : 11-6729 **BABY IN.** (C)

**Speedy Exports & Trading Co.**, 'Sai Kripa', Santosh Nagar, O. T. Section, Ulhasnagar 421 004. Specialist in all kinds of PVC and Rubber items, graphited cotton and asbestos packing white rope, sleeves etc. (D)

## Powerlooms

### INDIA

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## Rainwear

### INDIA

**Ebrahim Currim & Sons**, 42-48, Princess Street, Bombay 400 002. Manufacturers of Umbrellas. (D)

**Nagraj Chandanmani & Co.**, 39, Vithal Wadi, Bombay 400 002. Manufacturers of Umbrellas of all sorts. (D)

**Sait Nagjee Purushotham & Co. Pvt. Ltd.**, 94/96, Princess Street, Bombay 400 002. Manufacturers of 'SUN' brand Umbrellas. (D)

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### INDIA

**Sorabji Rustomji & Co.** **Durlab Bhavan**, Shop No. 4 R. M. Roy Marg, Charni Road Junction, Bombay 400 004. Tel. : Office : 351637 Wholesale Depot : 8728 346. Cable : **INSANDAL BOMBAY**. Largest Stockists and Exporters of Sandalwood, Sandalwood Oil, and Palmarosa Oil. Export Enquiries Solicited. (C)

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### INDIA

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### INDIA

Hiten Sales Agency, 6-A Shukla Estate, Singh Colony, Opp. Vinadalvai Estate, Oshiwara, S. V. Road, Jogeshwari (West), Bombay 400-102. Manufacturers & Exporters of plastic novelties & stationery articles. (D)

## Tents & Tarpaulins

### INDIA

Kay Tent Industries, 66/2253, Gurdwara Road, Karol Bagh, New Delhi 110 005. Manufacturers & Exporters of all types of Tents & Tarpaulins, Garden Umbrellas, Camping Equipment & Tape Niwar. (D)

## Textiles & Clothing

### INDIA

Adams India, 309, Sheikh Memon Street, Bombay 400-002. Manufacturers & Exporters of Dupattas, Gents ties, Scarves, Stoles & Ready-made Garments made of pure silk, pure cotton & rayon. (D)

Adam-N-Eve's Apparels, 326/327/328, Natraj Market, 3rd Floor, S. V. Road, Malad (West), Bombay 400-064. Phone: 699997. Manufacturers of Mod Shirts for Gents and Children. (E)

Around The World Traders, 6, Laxminagar Society II, Naranpura, Ahmedabad 380 013. Exporter of Woven Silk Labels of Garments made according to custo-

mer's design. All inquiries welcomed. Agents wanted from all over the world. (D)

Avon Industries, 402, Marshall Apartments, Pangali, Kemps Corner, Bombay 400-036. Manufacturers & Exporters of Readymade Garments. (D)

B. Parmanand Industries, 508-511 Bharat Industrial Estate, Sewri, Bombay 400-015. Ladies 'Cozy' Panties. (D)

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Hareesh Corporation, 106, Mahim Industrial Estate, Behind Navjivan Society, Mori Road, Mahim, Bombay 400-016. Manufacturers & Ex-

porters of Night-Wears and Day-Wears and My-My Lingerie. (D)

Foundation Garments, Unit No. 122-B, Ghatkopar Industrial Estate, L. B. S. Marg, Bombay 400 086. Manufacturers of 'ROSALYN' Swimwear, Bath Robes, Tracksuits and Bras & Panties for men, women and children.

Gala Garments, 13, Appa Building, 1st Floor, 198, Bora Immam Road, (Opp. Gol Deval), Bombay 400-003. Phone: 868218. Manufacturers of 'Black Stallion' exclusive gents & childrens wear. (E)

India Arts & Krafts, 35/11 Shanker Road, New Delhi-110 060. Manufacturers of all kinds of Scarves/Stoles in Voile, Georgette, Art Silk, Silk, Linen in Screen Block, Marble, Rainbow Stone Prints and Sequin Embroidery Jobs and Sipy Necklaces. (D)

Juliet Trading Co. 403, Ashish Industrial Estate. Gokhale Road (South) Dardar, Bombay 400 025. Manufacturers & Exporters of frocks, middy, short pant, shirts, t-shirts, bra and panties. (D)

Kaycee Corporation, 510, Purshuram Puria, Opp. Malad (West), Bombay 400 064.

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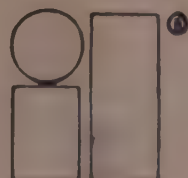
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Mode Fashions, 902, Khatu Chawl, B. Jagatap Rd., Byculia (West), Bombay 400-027. Manufacturers of D2K Shirts. (E)

**Nagda Exports, 24, Western India House, 17 Sir P. M. Road, Bombay 400 001. Phones : 253167. Gram : Aashuqoo. Telex : By 2167 Akayco. Manufacturers & Exporters of Cotton handloom furnishing fabrics, bedspreads, Madras checks crepe and napkins, tea-towels and terry towels, silk and embroidery fabrics. (C)**

Newlook Brassiere Company, 204, J. Shankar Sheth Road, Girgaon, Near Gaiwadi, Bombay 400 004. Tel : 356583. Manufacturers of 'New Look' no complaint Brassieres. (E)

R. J. Knitwears Pvt. Ltd., 303/305 A to Z Industrial Estate, Fergusson Road, Lower Parel, Bombay 400-013. Tel : Off : 4927109/492-9843. 'LOVE' range of intimate wear for ladies. (E)

Ramsharan Enterprise, 24, Manish Market, P.O. Box 1172, 2nd Floor, Palton Road, Bombay 400 001. Manufacturers & Exporters of top quality export garments. (E)

Salient Fashion, 120, Vasan Udyog Bhavan, Todi Industries, Senapati Bapat Marg, Opp. Phoenix Mill, Lower Parel, Bombay 400-013. Phone : 4940346. Manufacturers & Exporters of 'SERIOES' Designer Shirts. (E)

**Skeleton Arts, 8/9, Advani Chambers, 4th Floor, Sir P. M. Road, Bombay 400 001. Export : Pure Silk Garments, such as Kurtas, Scarves, Shirts, Gowns & Other Fashionable Dresses. See Advt.**

Sabnam Hosiery Works, 24, Rocky Industrial Estate, I. B. Patel Road, Goregaon East, Bombay 400 063. Manufacturers & Exporters of 'Sabnam' T-Shirts. (D)

Shree Jam Hosiery Works Pvt. Ltd., 2/4, Old Hanuman 2nd Cross Lane, Dhirubhai Parikh Marg. Bombay 400-002. Manufacturers & Exporters of knitwear and hosiery, t-shirts and sportswear. (D)

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Surya Lace Enterprises, Narsapur 534 275, W. G. Dt. S. India. Manufacturers and Exporters of Handmade Cotton Lace Goods consisting of ovals, oblongs, doilies, squares bedspreads etc. (100% cotton lace goods). (D)

The Nirmal Enterprises, Seth Moti Lal Compound, Free Ganj Road, Hapur 245101, Ghaziabad. Manufacturers & Exporters of Handloom Cotton Bed Covers, Table Covers, Table Mats, Napkins, Durries. (D)

United Garment Industries, Sona Udyog Estate, Block 209, 'B' Building, Parsee Panchayat Road, Andheri (East), Bombay 400 069. Manufacturers & Exporters of made-up items & ready-made garments. (D)

Universal Apparels, 228, Jay Gopal Industrial Estate, Bhavani Shanker Cross Rd., Dadar, Bombay 400 028. Tel : 4224619. Specialists in Jeans and Trousers. (D)

Vaishalee Creations, Kera-wada House, 461, Chira Bazar, 1st Floor, Dr. Veigas Street, Bombay 400 002. Manufacturers & Exporters of readymade garments, handloom cloth and all chikan products. (D)

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Yaseen Tradinig Co. 109, Garden View, Ground Floor, Room No. 1, Tank Road, Bombay 400 008. 'Everfit' Bras & Panties. (D)

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Asia Drug Co., 25, Vellappirrandamudaliar Street, Chidambaram 608 001. Manufacturers & Exporters of Natural Herbal Shampoo, Herbal Tooth Paste, Herbal Tooth Powder, Choicest Ingredients added, No Synthetic Chemicals or colour, No after reflects. Enquiries Solicited. (D)

Attar Mohd. Dawood & Bros., Development Bank Building, 1st Floor, Palton Road, Bombay 400 001. Manufacturers & Exporters of Perfumes & Agarbatties. (D)

Contact Exporters/Importers for quality Natural Henna Powder, Black Henna Hair Dyeing (Herbal), Perfumed Henna Shampoo (Herbal). Gajraj Mehandi Udyog, P.O. Box 17, Sojat City 306-104 (Raj.) Gram : GAJRAJ Phone : 152. Bombay Office : 51, Lunet Building, 3rd Floor, Dr. Ambedkar Road, Dadar (E), Bombay-400 014. (D)

**Gandhi & Sons, 138, L. T. Marg, Bombay 400 003. Manufacturers of 'EDNA' Kajal (eye-lash), See Advt.**

Kuco Products, 2/303, Ashirwad Industrial Estate, Ram Mandir Road, Goregaon (West), Bombay 400-063. Tel : 683797/684098. Manufacturers & Exporters of Cosmetics. Available in various fragrances. Ask for our popular brands Rave, Rival, Royal Touch, Cherish etc. (D)

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**Sorabji Nowroji & Co., 16, Horniman Circle, Bombay-400 023. Tel : Office : 2929-37/43, 296346. Wholesale depots : 331275, 349293, 33-1033. Cable : Welfare, Bombay. The oldest and largest stockists and exporters of sandalwood, sandalwood oil and palmarosa oil. Manu-**

**facturers of 'CROWN' brand Sandalwood oil. Export enquiries Solicited. (C)**

Spencers & Spencers Co., 48, Nand Ghanshyam Industrial Estate, Opp. Indoco Remedies, Off Mahakali Caves Road, Andheri (E), Bombay 400 093. Tel. Resi : 545044. Office : 6326157-6326168. Manufacturers of quality Cosmetics. (D)

## Travel Goods INDIA

Sai Industries, 518, Loha Bhavan, Carnac Bunder, Bombay 400 009. Tel : 3228-38/338428. Manufacturers of 'Styles' Personal Bags that add more style to your lifestyle. (D)

## Water Filters INDIA

Goldring Consumer Products, 3, Dr. Radhakrishnan Salai, Kalasapuram, Madras-600 004. 'Goldring' Stainless Steel Water Filter. (D)

**Ravi Enterprise, 220 Ajay Service Industrial Estate, B-Anjirwadi, Mazgaon, Bombay 400 010. Manufacturers & Exporters of 'Welofil' Water Filter. (D)**

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## SINGAPORE

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## U.K.

Brickhouse Dudley Plc., 102 Dudley Road West, Tipton, West Midlands DY4 7XD. Interested in Indian products which relate to drainage (surface water and sewage) or to underground services (water, gas and electricity). (E)

## Carpets & Rugs

## SCOTLAND

James M. C. David, Carpet Kingdom, 95 Minard Rd., Glasgow 641. Importers of Rugs/Carpets. (D)

## Computer Software

## GERMANY

S + S Software Vertriebs Gmbh., Schottelkamp 23a, 4620 Castrop Rauxel 9. Importers of Software programmes. (D)

## Electrical & Electronic Goods

## U.A.E.

Murad Abdulla Electrical Components, P.O. Box 13746, Dubai. Importers of Electrical goods & accessories. (D)

## Engineering Goods and Machinery

## CYPRUS

A. M. Constantinou E.A.C., P.O. Box 4506, Nicosia. Importers of Engineering & Industrial Products. (D)

Eletanco Ltd., P.O. Box 3652, Nicosia. Importers of Refrigeration/Heating products, tools, thermometers, motors etc. (D)

## NEW ZEALAND

Kibbys Metal Pressing Ltd., P.O. Box 75, New Plymouth. Importers of Fasteners — Washers (mild steel, stainless steel and brass), steel sheets 8' x 4' x 1/8", Steel Coils. (D)

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## DOMINICA

Bernadette Trading, P.O. Box 93, Roseau. Importers of fishing equipment, artificial baits, nets. (D)

## Food Products

## CANADA

West India Trading Co. Inc. 231, St. James Street, West, Montreal, Quebec H2Y 1M6. Interested to buy spices. (E)

## KUWAIT

Hamed Marzook Est., P.O. Box 26362, Safat. Importers of different kinds of canned foodstuffs. (D)

## MALAYSIA

Overseas Import & Export House Sdn. Bhd., 16, Medan Ramah, Taman Gembira, Jalan Kuchai Lama, 58200 Kuala Lumpur. Importers of cuttlefish, pomfret fish, live frogs, live crabs, prawns etc. (D)

## NEW ZEALAND

Davis Trading, P.O. Box 38-378, Petone. Wish to im-

port food products particularly glucose and tapioca. (E)

## SAUDI ARABIA

Saleh A. Bafrah Trading Corporation, P.O. Box 3675, Jeddah 21481. Wish to import lentils splits, red chillies and spices. (E)

## SRI LANKA

Pettah Essence Suppliers, No. 18/1, Dam Street, Colombo 12. Importers of all kinds of food colours, essences, essential oils, chemicals, various kinds of perfumery items, baking ingredients, etc. and soft drinks. (D)

## U.S.A.

Pacific Marketing Co., 30941 W. Agoura Road 218, Westlake, Ca. 91361. Wish to import canned seafoods

fruits & vegetables, shrimp crab, pineapples etc. (E)

## SYRIA

Issam Al Monayer, P.O. Box 2406, Al Khobar 31952, Wish to import all kinds of furniture (home & office). (E)


## General Merchandise

## AUSTRALIA


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IJ Noer Associates, 254 Royal Orchard Blvd., Thornhill, Ontario L3T 3E7. Wish to import garments, batik, batteries, electric and electronic appliances component electronic parts, hides and skins & fine jewellery. (E)

## CYPRUS

Philippos Demetrious & Sons Ltd., P.O. Box 6099, Limassol. Importers of General Merchandise. (D)

R. & M. Enterprises Ltd., P.O. Box 6072, Limassol. Importers of General Merchandise. (D)

## DENMARK

Anagro, Egesvinget 12B, DK-2730 Herlev, Copenhagen. Importers of General Merchandise. (D)

## FRANCE

Fric Frac, V.P.C., Avenue des Moulins, 64320 Lee. Importers of General Merchandise. (E)

## FRANCE

Ginza Tokyo, 114 Grand Rue, 86000 Poitiers. Wish to import garments, t-shirts, sport garments, rubber footwear & PVC bags. (E)

Kuenemann Jean, 51, rue Principale, 68390 Balderheim. Importers of General Merchandise. (D)

Nimfskern, 136, Rue de Metz, F-57300 Talange. Importers of General Products (D)

Toutimport, 10, Rue Janssen, 75019 Paris. Importers of General Merchandise. (D)

## GERMANY

D. M. C. Ojinsky, D-2000 Hamburg 36, Postfach 3040-45, Colonnaden 68. Importers of General Merchandise. (D)

Inh. Wolfgang Kramer, 2850 Bremerhaven, Lloyds-trasse 13, Bahnstation Bremerhaven-G. Importers of General Merchandise. (D)

Jean Koenig, Sonnemann-

Strasse 2, D-2800 Bremen 21. Importers of General Merchandise. (E)

Jurgen Pechmann, Am Riedekamp 3, 3070 Nienburg. Importers of General Merchandise. (D)

## GHANA

Kasettella Trading Enterprises Ltd., Post Office Box 779, Cape Coast. Importers of shoes, ladies and children wear, electrical appliances, leather works, men wear, bags, shirts, jeans, t. shirts, bed sheets, towels, sports goods, all kinds of leather goods, electric stoves, kerosene stoves, sound stems, tape recorders, electrical fans, t.v. sets, videos etc. (D)

Mankind Farms & Trading Enterprises Ltd., P.O. Box 174, Tarkwa W/R. Farmers, Traders, Food Processors, Exporters of Agricultural Produce and Importers of general goods. (D)

## GREECE

Grigorios Stratikopoulos, 2m Litous Street, N. Galatsi, Athens. Interested to buy giftware and decorative accessories, jewelry, costume jewelry, toys, cut flowers. (E)

## HOLLAND

Horizon Products Promotion, Goeman-Borgesinsstraat 18, 1161 IXZ, Zwanenburg (N.H.). Importers of General Merchandise. (E)

## IRAN

Zamani Trading Co., P.O. Box 14155-1853, Tehran, wish to import all types General Merchandise. (E)

## IRELAND

Ballyherrin, Kilmacrennan, Rood, Letterkenny, Co. Donegall, Eire. Importers of General Merchandise. (E)

## KENYA

Industrial & Commercial Development Corporation, Uchumi House, Aga Khan Walk, P.O. Box 45519, Nairobi. Importers of General Merchandise. (D)

## KUWAIT

Anil Ahuja, P.B. 24635, Safat. Importers of General Merchandise. (D)

## MALAYSIA

15-B, Jln. Ulu Tiram, 81800 Ulu Tiram, Johor. Importers of General Merchandise. (D)

## MAURITIUS

Buckingham Store, Royal Road, Central Flacq. Importers of foodstuff and Machinery. (E)

Ravindranath Oree, Ramnarin Road, Cottage Mapou. Importers of General Merchandise. (E)

## NEW ZEALAND

Pacific Chemical & Mineral Development Co. Ltd., P.O. Box 2006, Auckland 1. Importers of General Merchandise. (D)

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Fondstar Limited, Plot 40 River Loyout Avenue, P.O. Box 448, Aba, Imo State. Importers of general merchandise including Clocks & Watches, Cosmetics & perfumes, office & printing machines, Garments, Sport Shoes. (D)

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Lords Trading Co., P.O. Box 6814, Doha. Importers of General Merchandise. (D)

## SAUDI ARABIA

Sahar Printing Press, P.O. Box 2459, Jeddah 21451. Importers of paper, ink & plates, fertilizers & chemicals.

Saleh Al-Askar & Son Co., P.O. Box 1057, Dammam. Importers of General Merchandise. (D)

## SINGAPORE

Trade Spur Trading, Bedok Central P.O. Box 638, Singapore 9146. Importers of General Merchandise. (D)

## SWEDEN

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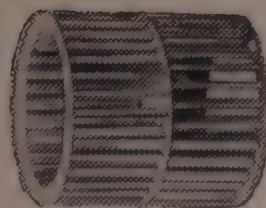
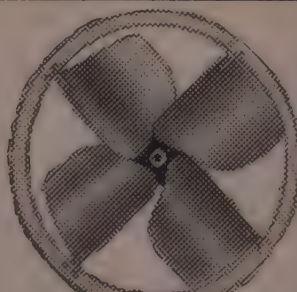
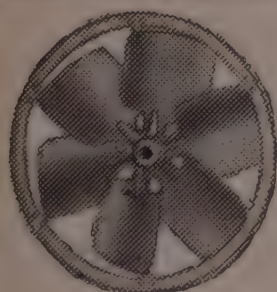
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Eximar, P.O. Box 215 Girne, Mersin 10. Importers of General Merchandise. (D)

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## U.S.A.

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Community Thrift Store, 416 North Plaza, Fairfield, Alabama 35064. Importers of General goods suitable for the USA. (D)

Douglas Lee Enterprises Inc., P.O. Box 4006, West Covina, Ca 91791, Wish to import foodstuff, medical supplies, raw materials, hardware items, new or unique products. (E)

Froz International Trading Co., P.O. Box 63305, Los Angeles, Ca 90063. Wish to import chemicals, machinery, building construction items, novelties & foodstuffs. (E)

Metro Unlimited, P. O. Box 15957, Fort Wayne, Indiana 46885. Importers of General Merchandise. (D)

Minaxi Agencies, 1515 Running Brook Dr., Suite 2017, Arlington, Texas 76010. Importers of shoes, ready-made garments, textile piece goods, hardware, watches, toys, gifts items, knives, cutlery, tools, all types, wrench

sets, electronic organ, sunglasses, handbags, wall clocks, cosmetic, fans, gold and imitation jewellery, baby walkers, strollers, bicycle, brassware, furniture, electronic games, electronic items etc. (D)

Milta Corporation, P. O. Box 27849, Los Angeles Ca 90027-0849. Wish to import hospital and medical equipment, pharmaceuticals, building materials, chemicals & Novelties items. (E)

North Am Imp. & Exports, 11363 SW 148th Street, Miami, 71 Suite, 33176. Importers of General Merchandise. (E)

Reflex Trading International, 713 N Elm Dr., Beverly Hills, Ca. 90210. Wish to import sportswear apparel, gifts, toys & novelty items. (E)

RLG Enterprises, Inc., P. O. Box 3128, Humble, Texas 77347. Importers of General Merchandise. (D)

Sam Paradise & Associates, 935 North Main, Vidor, TX. 77662. Importers of General Merchandise. (D)

Wiertel's Enterprise, 308 Ogden Street, Winter Haven, Fl. 33880-3630. Importers of General Merchandise particularly new product lines. (D)

Vertical Pleat Co. Inc., 431 S. Fairfax, Los Angeles, Ca. 90036. Importers of Tools, Drapery, Hardware, Fabrics and wall paper. (E)

## WEST INDIES

Cariri, Tunapuna Post Office, Trinidad. Importers of General Merchandise. (E)

## Handicrafts & Handloom Products

## CANADA

Belgo-Fisher (Canada) Inc., 5255 Ferrier St., Montreal, Quebec H 48 IL8. Interested to buy handicrafts. (E)

## U.K.

Bead Games (int) Ltd., 236, Marston Road, Oxford- OX3 OEJ. Importers of all

kinds of beads, embroidered motifs fabrics & beading, handmade cloth dolls, antique beads, jewellery & embroideries, patchwork textiles etc. (E)

## U.S.A.

The Karat Patch, 313 Garner Street, Springfield, Tennessee 37172. Importers of all types of jewelry, especially fashion or costume jewelry, sterling silver, silver plated, brass, white metal, synthetic stones mounted, semiprecious stones and beads, antique replicas, gold electroplated, bone, ivory, mother-of-pearl, porcelain, terra cotta, crystal, wood, plastic, hand painted, pearls etc.

## Herbal Products

## SINGAPORE

An-Nur Enterprise, P.O. Box 2349, Maxwell Road, Singapore 9043, are interested in herbal products. (D)

## Jewellery & Gems

## CANADA

Star Services, P.O. Box 2275, Station "B", St. Catharines, Ontario L2M 6P6. Importers of jewellery, gifts, novelties and solid brass. (D)

## THAILAND

Pramod Narayandubey, G.P.O. 2062, Bangkok 10501. Importers of artificial necklaces for ladies for local market and re-export purpose. (E)

## Miscellaneous IRELAND

Omac Laboratories, Athenry Road, Loughrea, Co. Galway, OMAC Laboratories provide analytical service companies and are willing to diversify into other areas. (D)

## TOGO

Dade Obalasa, B. P. 198, No. 50, Rue D'Amoutie, Lome. Joint Venture for Establishment of "Liquid Detergents Industry" in the Fed. Rep. of Nigeria. (D)

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Andheri (E), Bombay-93.

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Office: 6326157-6326168



## U.S.A.

Randy Curtis, P.O. Box 1011, Goldendale, Wa. 98620. is an inventor of items in electronics, tools, household products, kitchen products, automobile amazing devices, toys, games, military weaponry and electronic watches, and would like to contact manufacturers to produce them on royalty basis. (D)

## Music Goods

### HONG KONG

Hansu Company, Rm. 1303, Cheung's Building, 1-3, Lok Street, C. Importers of black and white television set, radio cassette tape recorders and electronic components, etc. (D)

### SINGAPORE

Swann Electronic Pte. Ltd. Block 4008 Ang Mo Kio, Industrial Park 103 06. Sin-

gapore 2056. Wish to import electronic products, radio, cassettes & recorders. (E)

## PAPER PRODUCTS

### NETHERLANDS ANTILLES

W. J. Lemmers, Louise De Colygnylaan 1, Curacao. Interested in books, paper towels, toilet paper, tissues, carton dish, plates, hot/cold cups, greeting cards. (E)

## Sports Goods

### DOMINICA

Liverpool Richards Ltd., South City, Grandbay. Importers of sports equipment and cheesecloth. (D)

## Textiles & Clothing

### BELGIUM

D. Garabedian, Weerstand

Laan 2, Box 26, 2710 Hoboken (Antw). Importers of general goods and textile specially new clothing, used clothing and rags. (E)

## FRANCE

Aquitaine Export SA, 3 Rue Duplaa, 64000 Pau. Wish to import sport garments, knitted, caps and hats, boy's and men's wear, cotton Hawaiian Shirts. (E)

Multitextiles, 1, Rue des Pres, 77420 Champs Sur Marne. Wish to import readymade garments — jogging suits for children, baby terry sleepers, men's flannel, T/C shirts, anoraks & parka coats for men and boys. (E)

## SWEDEN

N. A. G. Import, Strandbyortan, 67050 Charlottenberg. Importers of Clothes (D)

## U.S.A.

Fabri-Centers of America Inc., 23550 Commerce Park Road, Beachwood, Ohio 44122. Wish to import all types of fabrics. (E)

## Pharmaceutical Machinery

### MALAWI

Sciencetech, P. O. Box 51385, Limbe. Importers of pharmaceuticals | chemicals | laboratory equipments. (E)

## Wood Products

### SYRIA

Alwafa Flowers Trade, Mahatit Bagdad Str., P. O. Box 4125, Aleppo. Importers of decorative wood, wood handles. (E)

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## BANGLADESH

Homeland Products Corporation, 16, Kabiraj Lane, (Putuatoly), Dhaka-1. Importers of machinery & equipments, chemicals (industrial), textiles (cotton), spares parts of diesel engine. (E)

Ideaning, 3208, Nabi Market, Loyal Road, Chittagong. Importers of Machinery and Edible Oil. (E)

Jalalabad Syndicate, Rahman Mansion, Jallar Par, Sylhet. Importers of textile & workshop machinery, oil mills, plastic machinery, ice plant, cold storage, electrical equipments, dyes & chemicals, pharmaceutical raw materials and equipments. (D)

K. K. Islam & Co., 260/1, Fakirapool, 2nd Lane, Dhaka-2. Importers of printing workshop machinery and other small industries machinery. (D)

Pyramid, 177/1, Block C, 1st Colony Road, Mirpur, Dhaka. Importers of G. I. pipe fittings. (E)

Sabrina International, 107 Arup Bhaban, 2nd Floor, Agrabad C/A, Chittagong. Indenting agents for rubber products, railway sleepers, agricultural equipment, lab equipments, pharmaceutical raw materials.

## CAMEROON (REP. OF)

Nelson (Global) Marketing Agency, B.P. 1678, Douala. Importers of General Merchandise. (E)

## FRANCE

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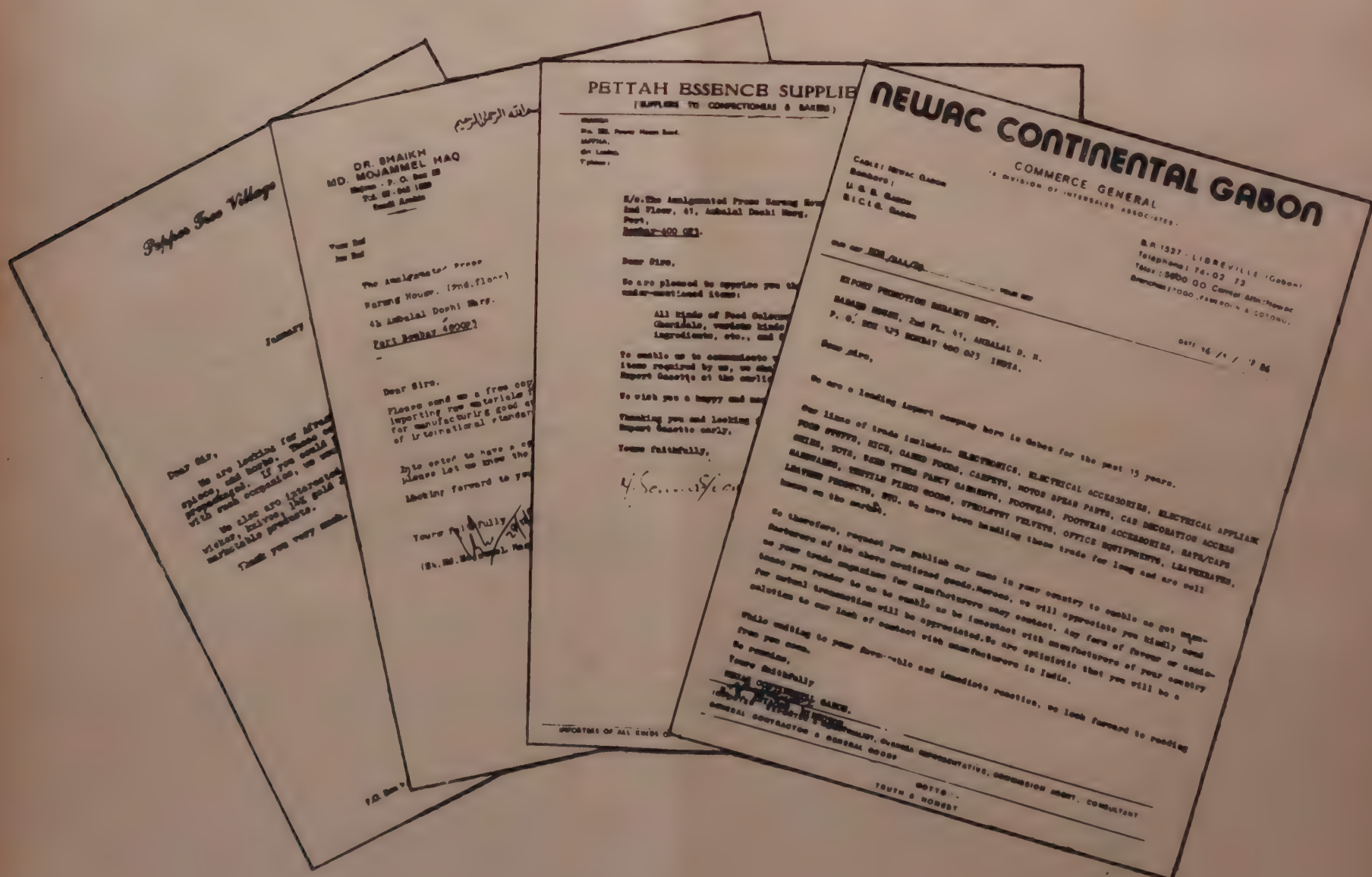
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# INTERNATIONAL MARKETS & ECONOMIES

The current name of Turkey has been given to the country that was the head of the Ottoman Empire and which was once called the sick man of Europe. The Ottoman Empire covered Iran, Iraq, Israel, Syria, Egypt and the Arabian peninsula. The British campaign in Egypt and Palestine which was supported by the guerrilla war masterminded by Colonel T.E. Lawrence led to the dismemberment of the Empire, and the creation of Syria, Iran, Iraq, Trans-Jordan, Egypt and the French and British mandate for Palestine, part of which is now known as Israel. It was British troops during World War which also liberated Iran and consequently the

oil concessions which were given to the Anglo-Iranian Oil Co. as also oil concessions given to other Western oil interests in this region.

tive and legislative, in the Grand National Assembly. The Name Ottoman Empire was later replaced by Turkey. On 1st November 1922

sult of his work is that his reforms dominate Turkish national life in a way no leader has affected the country for several generations.

## TURKEY

However it was Mustafa Kemal (Ataturk) who led the Turkish War of Independence (1919-22) on behalf of the Grand National Assembly which first met in Ankara, the current capital, on 23rd April 1920. On 20th January 1921 the Grand National Assembly voted a constitution which declared that all sovereignty belonged to the people and vested all power, both execu-

the Grand Assembly abolished the office of the Sultan and Turkey became a Republic on 29th October 1923.

On 27th May 1960 the Turkish Army, directed by a National Unity Committee under the leadership of General Cemal Gursel overthrew the government of the Democratic Party. The Grand National Assembly was dissolved and party activities were suspended. Party activities were legally resumed on 12th January 1961 and a referendum was held to approve a new constitution on 9th July 1961 and general elections were held in the same year.

However political mismanagement again led the generals to take over power in 1980. The political system is still watched over by the generals who have created it. Central Kenan Evren the leader of the Armed Forces is now a respected national leader and as President of Turkey is overseeing the transition to full democracy while the Prime Minister Turgut Ozal has achieved an amazing turnaround in the trends of the Turkish economy with measures he first initiated five years ago when the then Prime Minister Suleyman Demirel appointed him to head the State Planning Organisation. The re-

**Location:** Turkey is bounded on the north by the Black Sea, on the West by the Bosphorus, the Sea of Marmora and the Aegean sea, on the south by the Mediterranean Sea, Syria and Iraq and on the East by Iran and the Soviet Union.

The Treaty of Peace between the Allied Powers and Turkey, which was signed at Lausanne on 24th July 1923, defined the European frontiers of the new Turkey. The Ottoman Empire had joined the Germans in World War I against the UK, USA, France and Russia and hence was treated as a defeated nation. The Treaty defined Turkey's Asian frontiers as well, the country lying between Europe and Asia and being the only overland route to the East. Now that the bridge over the Bosphorus is completed, Turkey has road access to the European nations.

After negotiations in 1939 and 1936, Turkey obtained the right to defend the Straits and to occupy the Sanjak of Alexandretta. The area of Turkey (including lakes) is 779,452 sq. km. (300,947 sq. miles). The area in Europe including lakes is 23,764 sq. km. and in Asia is 755,55 sq. km. Turkey's population is estimated at around 47 million.

**Natural resources:** Though the potential hydro-electric power is estimated at 56,000 million kwh. only

<b>Location</b>	:	Turkey is bounded by the Black Sea on the northern frontier; on the West by the Bosphorus, the Sea of Marmora and the Aegean Sea; on the south by the Mediterranean, Syria, Iraq and Iran; on the north-east by the Soviet Union.
<b>Area</b>	:	779,452 sq. km. (300,947 sq. miles).
<b>Population</b>	:	47.2 million (1984).
<b>G.D.P.</b>	:	US \$ 52.39 billion (1984).
<b>Per capita G.D.P.</b>	:	US \$ 1,110 billion (1984)
<b>Exports</b>	:	US \$ 7.5 billion (1984)
<b>Imports</b>	:	US \$ 10.2 billion (1984)
<b>Currency</b>	:	The Turkish Lira (TL) is divided into 100 kurus (piastres US \$ 1 = TL 490 £ 1 = TL 670
<b>Language</b>	:	Turkish is the national language but since 1929 the script is the Latin one since the Arabic characters were banned by law in December 1928.



around 50% of this has been developed. The other source of energy is oil. Oil is being produced in Garzan and Raman by the Turkish Petroleum Co. Under the Turkish oil law which was passed in 14th October 1954, private companies can explore and produce oil. Turkish companies produced about 0.7 million tonnes and foreign companies about 1.8 million of crude currently. This is because the energy drive has been supported by the Petroleum Law of March 1983 which allows foreign partners in production sharing ventures to export 35% of onshore and 45% of offshore output. It also provides a ceiling on taxes of 55% of corporate profits and 12.5% royalty.

As a result, the American giant oil company Amoco has taken a farm-out in the South-Eastern Hakkari region. The Swedish Company Salen is drilling Iskanderum. Another two American companies Mobil and Shell have started exploration again and with Atlantic Richfield are taking a closer look at the prospects. Of the foreign companies, Huffco of the US has been the most active, spending US \$45 million in Turkey since it started operating in the country in 1981. It has drilled two wells neither of which have produced hydrocarbons and is in the process of drilling another.

The Turkish oil exploration company TPAO, similar to India's Oil and Natural Gas Commission (ONGC), is drilling 47 wells in the Gomerlitas area where a field discovered last year, is producing 2,500 barrels a day from four wells. In spite of all this new activity, it is far from certain that exploration will yield serious results. Fractured formations in the south-east where the prospecting is concentrated, are believed to be unlikely to reveal anything more than a series of small fields.

However at present, the foreign oil companies are taking great interest in a secondary recovery project at Bati Raman, the country's biggest oilfield, where primary recovery is expected to yield 1.8 billion barrels, 1.5% of the fields. The World bank loaned the country US \$62 million for a carbon dioxide injection programme, which by increasing pressure and fluidity, is expected to ensure recovery of a further 15%-20%.

Overall, though the picture for natural gas is more encouraging. Reserves in Thrace are estimated at 12.8 billion cu metres and there are plans to build gas turbines which could produce enough electricity to replace the 1.8 billion kwh Turkey buys each year from the Soviet Union and Bulgaria. A Soviet gas pipeline through Bulgaria to Istanbul (formerly Constantinople) is due to go into operation by 1987 and is expected to connect with feeder liners from the Thrace fields.

Nuclear options aside, however, Turkey's leaders over the long-term will have to look mainly to its thermal and hydro-electric generating potential to meet the 160 billion Kwh. demand forecast by the year 2000. In thermal power generation, one long delayed advance in 1983 was the commissioning, five and a half years late, of the first of four 350 Mw generators under construction at the Afsin-Elbistan lignite-fired station which will make use of local lignite deposits.

A further 1,470 Mw generating capacity will become available when seven light-fuelled power plants at Mugla are completed, while four units in Central Anatolia will provide 660 Mw with additional power coming from eight smaller plants, of Polish design, at various sites around the country. A 150 Mw plant at Yenice-Catalagaz using a coal mixture, is also due to start up this year and another 4x100 Mw com-

bined cycle steam/gas plant is planned.

However the most controversial project at the moment is the government plan to build a geo-thermal power station in one of Turkey's most beautiful spots, at Gokova Bay, close to the lignite reserves. The high sulphur content of the lignite causes appalling pollution as evidenced especially in the Turkish capital city of Ankara. One of the largest foreign credit packages arranged for the public sector is a \$217 million loan for the purchase of US equipment for four lignite mines. Prospects for hard coal production look even less encouraging. The workforce has doubled in the past 10 years but output since 1976 has fallen by 40% to 3.8 million tonnes.

If oil exploration is a bit like playing roulette and lignite production does little, the Ataturk hydro dam on the Euphrates is the stuff that Turkish dreams are made of. It is one of 13 state hydroelectric plants either under construction or planned with an eventual output of 6,071 Mw. While its significance has mainly to do with irrigation, the scheme is expected double agricultural output it will produce 2,400 Mw.

The Karakay dam, delayed for three years in the late 1970s because of foreign shortages, is expected to be completed in 1986. Then with 13 extra on the drawing board, Turkey will be tapping only 10%-12% of its hydro capacity. It could do with a further 250 such plants to realise the full potential of its many rivers.

The Turkish provinces, especially those in Asia, are reported rich in minerals. Turkey is one of the four principal producers of chrome in the world. Production of principal minerals is coal 7,751,000 tonnes; lignite 11,454,000 tonnes; chrome 293,000 tonnes; iron ore 2,396,000 tonnes; copper 27,000 tonnes; and petroleum products 11,966,000 tonnes. Of the government organisa-

tions producing these ores Zonguldak coal mines operate under the Turkish State Coal Exploitation Board while the copper mines at Murgul and Ergani, the Eastern chromite mines, Kecioborlu sulphur, Emet colemanite, Kure pyrite and cupriferous pyrite, Keban argentiferous lead mines operate under the Etibank.

**Agriculture:** The soil in Turkey for the most part is very fertile; the principal products are cotton, tobacco, cereals (especially wheat), figs, silk, olives and olive oil, dried fruits, liquories root, nuts, almonds, mohair, skins and hides, furs, wool, gums, canary seed, linseed and sesame. The principal tobacco districts are Samsun, Bafra, Carsamba, Izmit, and Izmir. Two-thirds of the exports of leaf tobacco goes to the US. The principal centre for silk production is Bursa. The production of olive oil, mainly confined to the IIs of Aydin and Balikesir, is very important (74,000 tonnes in 1984). Sugar production (refined) in 1985 was 1,300,000 tonnes. Agricultural production includes 4,500,000 tonnes grapes, 1,020,000 tonnes oranges and lemons, 270,000 tonnes of hazelnuts, 1.2 million tonnes apples, and 450,000 tonnes olives, 1 million tonnes onions, 2.9 million tonnes potatoes. Tea production is around 150,000 tonnes.

Turkey also produces 2,000 tonnes of flax fibre and 8,000 tonnes of hemp fibre. Cotton production is around 497,000 tonnes and the number of agricultural tractors in use number around 400,000. Production of the principal crops is as follows: wheat 18,000,000 tonnes; barley 5,212,000 tonnes; maize 1,500,000 tonnes; rye 620,000 tonnes; tobacco 287,000 tonnes; 350,000 tonnes oats; and rice 350,000 tonnes.

Livestock is composed of 45 million sheep, 20 million goats, 16 million cattle, 1 million horses and 1 million buffaloes. Turkey produces around 100,000 tonnes wool;



800,000 tonnes of cattle and sheep meat and 200,000 tonnes of poultry.

In August 1964 Turkey extended her waters in which she has exclusive fishing rights to 12 nautical miles. Currently about 350,000 tonnes of sea and fresh water fish are landed.

**Industries:** The 1980 turnaround in Turkey's economic strategy is generating a shift in technological attitudes in Turkish industry and the full effects of this may take many years to work out. The development of technology in Turkey since World War II has been rapid but uneven. Until 1980, it was basically shaped by the emphasis of successive governments on import substitution. Nevertheless the generation after 1963 in which most private sector industry sprang up saw the installation of modern plants in sectors as diverse as gear and transmission systems manufacture, aluminium, tyres, military electronics, textiles and foodstuffs.

The changes were followed by the emergence of engineers, skilled workers and scientists, more or less a new generation. Universities such as Bosphorus, and the Middle East Technical University began to turn out large numbers of qualified graduates, many of whom proved to be professionally competent in international as well as local job markets.

Despite some difficulties in the first generation—especially it seems in some state-owned textile companies where breakage rates reputedly run well above typical European averages—rural Turks turn into good skilled and semi-skilled workers. However despite the existence of the technical universities the major industrial groups seem to believe basically in training their own people.

In the long run, however, questions of scale—especially in some of the basic metal industries—have begun to assert themselves. Finding the domestic market too

small to absorb capacity available, Turkish producers have begun to turn to world markets. The adaptation of existing technology to local industrial conditions, rather than innovation, is seen as being the most immediate priority for Turkish industry.

There needs to be a review of Turkey's requirements in different industries and sectors. While Turkish technology is strong in textiles and relatively strong in consumer durables, it is much less well equipped in the machinery and metals industries and in Pharmaceuticals.

Meanwhile carpet making continues recovering after a rather depressed period in the early 1970s. That trade carpets teusof thousands in different regions of Turkey. The quality of still employs thousands of people and the weaving of the project is what still makes a Kilim or a Kayseri carpet, a treasured object.

The Turkish shipping industry, despite being bounded by the Black Sea, the Mediterranean, the Aegean and the Bosphorus had gone into a decline and the Turkish fleet was carrying less than 25% of the freight passing through the country's ports.

Generous incentives introduced by the new military government in 1980 reversed this trend. The new policy set off a private sector buying spree for second-hand ships. As a result the fleet has grown to 687 ships totaling 4 million deadweight tons—twice its 1980 size. Last year alone saw growth of some 18.6%. For one top Turkish official the development has been the most exciting in the entire transport sector.

The expansion in the Turkish shipping industry was intended to reduce the outgoings in foreign exchange on the shipment of national imports and exports, the cumulative drain on reserves having been put as high as US \$1 billion. Despite the increase in tonnage under the

Turkish flag, though, the foreign vessel share of foreign exchange earnings is still high and the Turkish government's target of carrying 60% of local cargoes is a long way from being realised. The anxiety of the Turkish government is understandable since 90% of the country's trade is moved by sea. Another problem facing the shipping industry is that 50% of the Turkish ships are more than 15 years old, the limit beyond which they can be excluded from some Middle East ports. Trade with Iran and Iraq is estimated to be worth US \$500 million a year.

The Turkish Airlines (THY) has been privatised and it has now bought seven A 310-200s to augment its fleet. These seven aircraft will help the airlines' 30 aircraft which consist of mostly DC9s and Boeing 727s, to service 26 foreign and 16 domestic destinations. The THY which was making a loss is now making a profit of TL 60 million.

The Turkish pharmaceutical industry, as in India, is affected by the rigid price controls and price increases are very rare indeed. The other problem is created by the absence of patent protection which was abolished 20 years ago and means that foreign companies have no defence against imitations of their products or imports of Italian or Spanish manufactured products which are usually unpatented, though of course much cheaper than the original German, Swiss, British or Swiss ones. Thus few new products are put on the market in Turkey, in which the per capita consumption of medicines is low. There is also no independent Turkish institution comparable to the US Federal Drug Administration or the Indian Food and Drug Administration. Setting up one such body would certainly help while lowering of import duties on certain active substances and the placing of a number to Turkish manufactured products on the spe-

cial import lists are other suggestions.

Regarding the chemical industry the 1985-89 Economic Plan splits the chemical sector into three parts: (a) Petrochemicals; (b) Fertilisers and (c) Pharmaceuticals and others.

In the wider chemical, petrochemical and fertiliser field, the plan has ambitious targets. In the chemical field it wants to promote the production of phenol, methanol and acetone; sodium triple phosphate; X-rays and photographic films and dyestuffs to help the vital and fast growing textile industry. It should have no problem where detergents, cosmetics and coatings are concerned. These have been growing at an average rate of 7% and more every year, faster than GNP and are providing some useful exports to the Middle East. The production and consumption of many other products is growing fast and one of the more exciting possible contracts is the one being discussed by Etibank with the US company FMC. Turkey is not short of many of the necessary raw materials but they are usually very badly exploited. The current production of soda ash is 220,000 tonnes; caustic soda 63,000 tonnes; chlorine 56,700 tonnes; borax 39,200 tonnes; ethanol 36,000 tonnes.

On the fertiliser front meanwhile a \$250 million project, in part financed by Kuwaiti funds, is expected to produce dia-ammonium phosphate. Four plants are planned which will use Tunisian phosphate rock as feedstock and rely partly on the great expertise of Tunisia's Groupe Chimique Maghrebien.

Turkey also produces 17 million tonnes of cement; paper 350,000 tonnes and there are around 30,000 industrial plants in all.

**Economy:** The Turkish government began planning with the introduction of the first five year plan in 1963 which ended in 1967. The first plan provided for an invest-



ment of TL 68,000 million at 1965 prices. Actual investment was TL 64,000 million and the gross national product (GNP) grew at 6.7% annually. The second five year plan (1968-72) aimed at achieving an annual growth of 7%; external financing amounting to US \$ 1,716 million. The third five year plan (1973-78) sets out to achieve an annual growth of 7.4%. The aim of the fourth five year plan (1979-83) was to achieve an annual growth rate of 8%.

One of the chief disappointment of the government is its failure to bring down the interest rates and inflation. By end 1984 the inflation rate was 45% and in 1985 it has been above the government prediction of 25% by about at least 10%. As a result interest rates remain exorbitant and investment activity is severely pressed. A note of economic emergency will probably remain in the air until the day when Turkey can demonstrate that inflation will stay for the foreseeable future below 25%.

The performance of the Turkish economy is now not as high as expected in the five year plans. The negative growth in agriculture and mining has been mainly responsible for reducing real GNP growth from 4.6% in 1982 to 3.2% in 1983. Also at constant prices, there was little change in the main sectors' GNP shares — agriculture 21.4%, industry 26.4% and services 52.2%. Per capita income rose by 1.1% but, at the mid-year exchange rate, actual 1983 per capita income was the equivalent of \$ 1,110.

Employment in agriculture decreased in 1983 by 31,000 persons in industry increased by 52,800 persons. According to the 1984 Development Programme, employment in agriculture was likely to further decrease by 30,400 but in the industrial sector it would increase by 51,900 person in 1984.

The Programme anticipated that the increase in employment in the services sector would be much higher (107,400 persons) than in industry. As a result of these employment was expected to increase to 128,900 persons to 15.81 million during 1985.

**Exports:** The year 1984 was a good year for Turkish trade. In the first 10 months of the year exports of US \$ 5.7 billion were 27.7% higher than in 1983 while imports were 15.1% up to touch \$ 8.4 billion. The result is that despite the slightly liberalised regime the trade gap has remained under control, falling by 4.6% to \$ 2.7 billion. The experience of 1984 has helped those who said that the country did not need the double-glazed greenhouse protectionism of the past. The quota system of the past has been abolished in name, and virtually, in practice. There is now a list of banned imports including about 250 items and a further 370 odd customs classifications for which permits are required. All other imports are permitted.

This does not imply that free trade has been introduced. Import licences can be delayed and no appeal is allowed against refusal. The quantity controls of the past have been replaced by extremely stiff tariffs. But the net result is that the government is being encouraged to chip away at import barriers and industrialists have begun to take more account of the need to price their products more competitively.

Turkish exporters have also had to face changes in policy. The most controversial is that the government insists on permitting only companies which export over \$ 50 million a year, to trade with the Eastern or Comecon countries.

The Turkish government has reduced export subsidies but despite this the exporter is still a privilege caste in Turkey. He is able to re-

tain a portion of his foreign exchange earnings while he receives subsidies called tax rebates of upto 11% of exports. He can also claim tax deductions by not declaring 5% of export earnings and by setting off 20% of export earnings against company taxable income. He is also eligible for preferential export credit.

Though there has been some fraud and diversion of some credit to non-export purposes, Turkey's export performance has been most remarkable in recent years, with exports doubling between 1980 and 1983. It has taken advantage of its common borders with Iraq and Iran — and of their hostilities in the Gulf — and it has also begun to export products with a greater value added than the traditional exports of tobacco, cotton, hazel, nuts, chrome ore and the like.

Turkish statistics show that industrial products accounted for 65.7% of exports in the first 10 months of 1983 and 73.6% in the same period of 1984.

After sleeping for 50 years, as one businessman has put it, the Turks have now taken up trading with the Arab world with a vengeance. In 1983, exports to the Middle East made up almost 50% of the total. In 1984 it was \$ 3.5 billion out of exports of \$ 7.5 billion.

Turkish textile exporters have broken a record in that exports of textiles in 1984 surpassed that of 1983 by \$ 300,000 to reach \$ 1.5 billion. In five years from 1979 exports of textiles have increased fourfold. In 1983 the sector was the major contributor (20.9%) to Turkey's export earnings. The contribution is also important where employment is concerned as about one Turkish worker out of five depends on the textile and clothing business for a job.

Turkey is one of the fewer than 10 countries in the

world that are self-sufficient in food. After the Soviet Union and France it has the largest acreage of arable land — 69 million acres — in Europe. This provides the country with a strong base for its export drive.

**Trade with India:** Trade with India has been very limited. But India could with the modernisation of Turkey's dairy industry as well as its textile industry. In other areas such as railway construction India has expertise and material which will help in the expansion of the Turkish railway system.

The ability of the country to increase its exports will be of use to Indian planners who are faced with the same problems that Turkey is facing i.e. high costs and lack of international competition. But the success of the Turkish return to democracy as well as improvement in its balance of payments is an eye-opener and opportunity for Indian businessman and exporters.

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# INTERNATIONAL TRADE NEWS & NOTES

## **MALAYSIAN CPO PRICES PLUNGE**

The prices of Malaysian crude palm oil (CPO), have plunged to their lowest levels in the history of Malaysia's palm oil industry. Coming under strong pressure at the level of 500 Malaysian dollars (about 200 US dollars) per tonne, they fell to an all-time low of 490 Malaysian dollars.

Dealers said they were stunned by the strong wave of selling. They said a combination of factors triggered the collapse, among them, reduced buying by major buyers like India and Pakistan, and a record CPO production of 550,000 tonnes in September.

Malaysia's reluctance to do counter trade deals with India has forced the latter to restrain its palm oil purchases, turning instead to Indonesia for supplies.

Among other reasons for the price collapse cited by dealers in Kuala Lumpur were surplus stocks and production of rapeseed oil, soya bean oil, other oils and fats, as also the declining US dollar which have made US agricultural products more competitive.

## **US TO IMPOSE NEW RULE FOR TEXTILE IMPORTS**

To plug a loophole in the import restriction quota, the U.S. customs service will put into effect from March nine a new rule, requiring formal entry documentation for all commercial textile imports, regard less of value.

Currently, imports valued at less than \$250 are not

counted against the country's quota, which is widely abused by the exporting nations, a Commerce department study said.

Many shippers and importers indulge in misclassification and under valuating the merchandise in an attempt to evade customs restrictions to evade customs restrictions.

Last year, an estimated 12 million textile apparel items entered the country improperly, the study added.

## **GATT NATIONS DISAGREE ON SERVICES TRADE**

Developing countries, led by India and Brazil, on Wednesday opposed the inclusion of services trade in the new round of multilateral trade negotiations expected to start this fall under the General Agreement on Tariffs and Trade (GATT).

At the new round's third preparatory committee meeting recently they opposed the move saying that the matter had not been discussed by GATT's working group, conference sources said.

The sources said that patents, textiles and export credits were also discussed at the two-day session which ended recently.

The next preparatory session will begin on March 17 and concentrate on high technology and the strengthening of the GATT system.

## **NEW IMPORT REGULATIONS IN SRI LANKA**

Food items and electrical accessories imported into Sri Lanka will be subjected to stringent quality control re-

gulations in future. The specifications will be laid down by the Sri Lanka Standard Institute. The following eight products will come under import inspection by the Sri Lanka Standard Institute: Canned fish, condensed milk, synthetic and natural fruit cordials, household electrical plugs and sockets, lamp holders, domestic hot plates and electric bulbs, including fluorescent tubes.

The following items have been identified for Quality

Control enforcement under the programme: canned fruits, fruit juices, jams, jellies, mandarines, preservatives, cooking oil, fats, butter, margarine, biscuits, milk powder, pickle, chutney, sauces, bicycle tyres and tubes, PVC coated cables, torch batteries, vacuum flask, matches, sewing thread, asbestos sheets, PVC pipes for potable water supply, PVC conduit pipes, pesticides, weedicides and insecticides.

## **FORM IV**

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# INDIAN EXPORT HIGHLIGHTS

## DIAMONDS

India will soon emerge as a large exporter of 'sawn' diamonds in the world market, the area where Israel and Belgium have been dominating for several years.

Hitherto the Indian diamond industry has been specialising in the processing and exporting of diamonds from 'makeables', a low quality roughs available mainly from the Diamond Trading Company, London.

The current export of 'sawn' diamonds from India is estimated at Rs. 40 crores which is slated to rise to Rs. 500 crores in the next couple of years with the expected entry of many more units for the processing of 'sawn' goods.

The total world demand for 'sawn' diamonds, which are widely used for studded jewellery, is estimated at Rs. 2000 crores.

The current trend in the diamond industry to process 'sawn' diamonds is induced by mainly two factors, according to industry sources. The export of cut and polished diamonds from 'makeables' quality has already reached a plateau with potential for only marginal growth, and the diamond export from India amounted to only Rs. 1171 crores last year.

Secondly the 'sawn' diamonds have a higher yield upto 50 per cent per carat as compared to 15 to 27 per cent per carat from 'makeables.'

The sources say that the shift to the processing of 'sawn' goods by some of the leading diamond units has also set in an era of mechanisation of the diamond in-

dustry in the country necessitating imports of sophisticated machinery and equipment.

The diamond cutting in India has been largely a semi-skilled job with simple tools as the Indian industry has been specialising.

## COFFEE

The country's coffee exports are expected to rise sharply this year following the recent decision by various producing countries to scrap the system of export quotas.

The decision, taken in view of the lower availability of coffee and very high prices in the international market, was taken recently and became effective recently.

Under the quota system, India had an initial export entitlement of 42,000 tonnes for 1985-86. A much larger quantity is now expected to be exported.

India accounts for only about 1.7 per cent of the coffee produced in the world. During 1984-85, India had produced a record 1,96,000 tonnes of coffee and exported 68,896 tonnes valued at Rs. 209.69 crores.

During 1985-86, the country's coffee crop is expected to be about 1,40,000 tonnes. During the ten month period April 1985 to January 1986, coffee exports to quota as well as non-quota countries had totalled 86,476 tonnes, valued at Rs. 227.69 crores.

## SILK

The Indian Silk Industry earned foreign exchange to the tune of Rs. 13,558.92 lakhs during April 1985 to January 1986, an increase of

27.1 per cent over the Rs. 10,666.93 lakhs earned in the previous corresponding period.

According to provisional export statistics provided by the Central Silk Board for the 10 month (April 1985 to January 1986) there has been a 14.9 per cent increase in the quantity of silk goods exported and a 30.6 per cent increase in their value as compared to the corresponding period in the last financial year (April 1984 to January 1985). Silk goods exports had increased from 141.77 lakh sq. mtrs. to 162.86 lakh sq. mtrs. and in terms of value from Rs. 70,346.28 lakhs to Rs. 13,509.72 lakhs.

However, there were no exports of silk waste during January 1986 and silk waste exports slumped to 48,000 kg. which amounts to Rs. 49.20 lakhs. The decline was due to increasing competition from countries like China and the United Kingdom and other countries.

Besides, the aggregate quantum of exports of natural silk goods during the first nine months of the current financial year recorded an increase of 16.4 per cent and 34.4 per cent respectively over that in the corresponding periods of 1984-85 and 1983-84. Foreign exchange earnings from exports of natural silk goods also increased by 32 per cent and 75.1 per cent respectively, when compared to the corresponding periods.

## MARINE PRODUCTS

Exports of marine products are not shaping well during the current year as

in the last few years. Although the shortfall is not alarming, the sagging trend, though modest, is considered quite disturbing in view of the anticipated growth.

Exports during the first eight months of the current year (April to November, 1985) have totalled Rs. 244.03 crores against Rs. 248.21 crores in the corresponding period of the previous year. There is a corresponding drop in quantity too from 54,301 tonnes to 50,371 tonnes. The fall is seen in all varieties except lobster tails, cuttle fish and fillets. Exports of frozen shrimp, which account for about 85 per cent of the total Indian marine exports, have declined from Rs. 213.96 crores to Rs. 203.90 crores.

The country has witnessed rapid growth in exports of marine products in the last decade from Rs. 124.53 crores in 1975-76 to Rs. 384.29 crores in 1984-85, recording an average annual growth rate of Rs. 28 crores. It was, therefore, expected that current year exports would cross the Rs. 400 crore mark. On present reckoning, it seems difficult as the peak period is over and it might be hard to push up exports in the remaining period of the year to make up the shortfall.

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# TRADE AGREEMENTS

## NEW ZEALAND

India can increase its exports to New Zealand in a number of commodities like coffee, tea, spices, tobacco, sugar, organic and inorganic chemicals, pharmaceuticals, plastics, textiles, etc. This was stated by Mr. Ramu S. Deora, Chairman (WR). Federation of Indian Export Organisations in Bombay recently.

Welcoming a New Zealand delegation led by Mr. Richard Graves, official of the Developing Countries Liaison Unit (D.C.L.U.) department of trade and industry. Mr. Deora said that imports as well as exports to and from New Zealand registered an increase of 34 per cent and 68 per cent respectively. Mr. Deora felt that with the assistance of the D.C.L.U., who were keen on developing trade with India efforts had to be made to augment our trade with New Zealand.

Mr. Graves explained the role of D.C.L.U. and said that the unit had been specially set up to develop trade with developing countries. This unit would provide to Indian exporters all information. He advised Indian exporters to approach wholesale distributors rather than individual importers to ensure substantial business.

## ETHIOPIA

Ethiopia, which is seriously considering a big boost to its science and technology programme as a major step towards putting the country on modern lines of development, has turned to India for guidance.

A five-member team from the country's science and

technology commission has visited India as a preliminary step in this direction

The team has to hold discussions with authorities of the national committee on science and technology, department of science and technology and various research bodies, including the Council of Scientific and Industrial Research.

The Ethiopian team has visited also a number of research organisations in the country with a view to learning about their set up and working. The Ethiopian science and technology commissioner recently held discussions with the Indian ambassador Mr. Surendra K. Arora on areas of technology in which Ethiopia can learn from the Indian model.

## AUSTRIA

Austria's new trade representative to India, Mr. Diplom Kaufmann Hans Kaufmann, scheduled to take over charge from Dr. Benno Koch on May 1, hopes to double Austria's exports to India during his tenure which would end with India's next five year plan. Last year Austria's export to India totalled 757.95 million Austrian schillings. This represented a modest growth of six per cent over the previous year.

Mr. Kaufmann told the Economics that Austria had hoped to do better but renewed competitive bidding by the French to get Indian order for several hundred field guns checked Austria's ambitions to sell Noricum howitzers. So far there had been no decision.

Similarly Dr. Benno Koch is now negotiating a package

for the Dhoolhasti hydro-electric project in Kashmir. The package includes a financing plan evolved by the Creditanstalt Bankverein. Here again the progress of the negotiations are protracted because of the stiff French competition. The project value is estimated at around six billion Austrian Schillings.

Mr. Kaufmann sees his job in India as a challenge. This is because of the frustrating past experience of Austrian industries, who were trying to break into India. Being medium sized industries their best offers could not match competitive offers made to India by other countries like Japan.

They were also not happy with the delays caused in India during the negotiations. In fact Indian negotiators were setting bidders one against the other, Such a feeling developed in the past need to be eradicated.

Austrian exports to India was steadily climbing during the past five years. According to the figures in 1980 the export volume was 560 million. The figures for the following years were: 1981: 844, 1982: 1.94 billion 1983: 710 million and 1984: 715 million. Similar increase was also marked by import figures from India, which touched in 1985 almost 800 million representing an increase of 6.7 per cent over the previous year. For the last two years successively India had been registering a modest trade surplus with Austria.

## SOUTH KOREA

South Korean businessmen believe they may have reached "a turning point" in rela-

tions with India, and in five years they hope to push up the bilateral trade nearly three-fold to about Rs. 2,000 crores.

The expectations were raised by a high-powered economic delegation Seoul had sent to coincide with the just-ended visit recently by South Korean Prime Minister Lho Shinyong.

The delegation was the largest of its kind the Koreans had sent to any country and was seen to reflect their concern over "the rather sharp decline" in trading at a time when competitors like Japan showed an attraction to India's new liberalised policies.

Indo-Korean trade in 1985 was estimated at Rs. 700 crores, down from the turnover a year ago when it passed the Rs. 1,000 crore mark.

"Quite plainly, we consider the drop in the business volume to be more serious than any trade imbalance," commented Mr. Yong Suk Yoon head of the 30 member delegation which included leaders of South Korean's top 10 business houses.

India has an adverse balance of more than Rs. 260 crores and in their recent talks, Prime Minister Rajiv Gandhi asked the South Korean leader to take steps to correct the imbalance.

The Koreans apparently do not feel as alarmed over the situation, which they attribute largely to orders India has placed for ships. South Korea house to execute the orders in entirety by supplying all 13 ships during this year.

Indian and South Korean businessmen would follow up their Delhi talks at the joint business council meeting in July.



# COMPANY NEWS & NOTES

## CAPRIHANS INDIA

Caprihans India has achieved an impressive 57% increase in sales over the previous year. The sales for the seven month period — July 1985 to January 1986 amounted to Rs. 1,775 lakh, as against Rs. 1,125 lakh in the previous year.

Already, export orders aggregating to Rs. 92 lakh have been executed, and recently, the company received an export order worth Rs. 44 lakh.

## COTTON CORPORATION OF INDIA (CCI)

The Cotton Corporation of India (CCI) exported 81,377 bales of cotton valued at Rs. 31.58 crores in 1984-85 cotton season despite the record world cotton harvest and stiff competition from the major exporting countries, according to Mr. N. Jayaraman, Chairman, Cotton Corporation of India.

The exports included 79,000 bales of extra long staple varieties like Suvin, DCH-32 and MCU-5 to 16 countries in Far East, South East Asia and West and East European countries. What is more, for the first time, the CCI exported Assam Comilla valued at Rs. 10 lakhs.

Talking to pressmen in Bombay recently soon after the 15th annual meeting Mr. Jayaraman said the export price realisation was well reflected in the annual earnings, CCI earned an annual operational profit of Rs. 4.71 crores in 1984-85 against Rs. 6.01 crores in 1983-84 and subsequently earned a gross profit of Rs. 14.15 crores as compared to Rs. 18.14 crores

in the previous year. The net loss after taking into account interest on accumulated losses has been reduced from Rs. 14.22 crores to Rs. 10.68 crores.

In view of the bumper cotton crop of 101.50 lakh bales in 1984-85. CCI purchased 6.69 lakh bales valued at Rs. 189.17 crores against 5.25 lakh bales valued at Rs. 163 crores. It went to the rescue of growers by way of support price in several states. Referring to current year export outlook, he said of the 4 lakh bales allotted to CCI (total export quota 10 lakh bales of staple), it had contracted to export 55,000 bales.

Referring to his recent visit abroad, he said India had made an impressive mark in the international cotton markets, including Japan and Korea and the prospects were bright. During the visit, cotton valued at Rs. 2.75 crores had been already contracted.

## M.M.T.C.

The Minerals and Metals Trading Corpn. (MMTC) has signed an agreement with South Korea for the export of 2.5 million tonnes of iron ore during 1986-87.

The agreement also provides for an optional off-take of an additional 0.5 million tonnes, subject to requirement of that country and ability of Indian ports to undertake exports. The pricing of the ore is expected to be in line with the agreement reached between MMTC and Japanese importers recently as that has been the normal practice in iron ore exports to South Korea.

Although some officials of MMTC has visited South Korea recently after negotiations in Japan, it is learnt that finalisation of the trade agreement was kept pending till a South Korean delegation visited India. The team is in the country now. The major hurdle in increasing exports to that country is the problem at Paradip port where the sinking of a dredger last year has constricted the capability of the port in handling large

size vessels. At the moment the port is reported to have a capacity to handle vessels of up to 40,000 dwt. only. Some measures to jointly improve the port's functioning are expected to be finalised soon between the port authorities, MMTC and the South Koreans.

The iron ore export contract between MMTC and South Korea was of the same magnitude last year and according to available indication.

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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## BULAWAYO INTERNATIONAL FAIR (ZIMBABWE)

The forthcoming Bulawayo International Fair is scheduled to be held at Bulawayo in Zimbabwe during May 1986. It has been proposed by Trade Fair Authority of India, New Delhi to organise India's participation in the above Fair.

There exists considerable opportunity for promotion of Indian products to Bulawayo (Zimbabwe) and neighbouring countries.

Zimbabwe has prospered with continuous economic growth and is one of the strongest economies in Africa. Zimbabwe's industry is on the upswing specially in the fields of agriculture, transportation, mining, transport, manufacturing industries, communication, wood and furniture, plastic & textiles.

Further details can be obtained from Joint Manager (Shri B. M. Tandan), Trade Fair Authority of India, Pragati Maidan, New Delhi-110 001.

## FAIRS IN ANGOLA

FICOM-UEE, Industry and Commercial Fair, Inf : Feria Industriale Commercial C.P. 3649. Luanda, Tlx : 4146, Luanda November 11-19, 1986.

## FAIRS IN ARGENTINA

International Books Fair Buenos Aires April 1986. Inf : Office for Commercial Affairs, Embassy of Argentina, Catsheuvel 85, 2517 KA The Hague, Holland, Tel : 070-522161 and 522214,

EMAQH, Int : Machine Tool Exhibition, Buenos Aires, March 1986 Inf : Camara Argentina de la Maquina Av., Julio A. Roca 516, 1067 Buenos Aires.

FICO, Int. Trade Fair Cordoba July, 1986. Inf : Office for Commercial Affairs, Embassy of Argentina Catsheuvel 85, 2517 KA The Hague, Holland, Tel : 522161 and 522214.

RURAL, Holland Int. Agricultural and Cattle Breeding Fair, Buenos Aires July-August 1986 Inf : Office for Commercial Affairs, Embassy of Argentina, Catsheuvel 85, 2517 KA The Hague, Tel : 070-522161 and 522214

ARTEFACTA, Int. Exh. of Modern Living, Buenos Aires October 1986 Inf : Camara del Confort del Comercio, Bartolome Mitre 2162, Buenos Aires. Buenos Aires

COM/ARGENTINA Communications & Computer Exh. Buenos Aires December 3-4, 1986 Inf: Media Network Europe, 27 Wilfred Street, London, SW1E 6PR, UK Tel : 01-8286107.

## BANGLADESH

NATIONAL EXPORT FAIR 86, Ind. & cons. goods Inf : R. A. Majumdar, Export Promotion Bureau, 122-124, Motijheel C.A. Dhaka Dhaka mid-January, 1986 Tlx : 642204 EPBB BJ.

## BRAZIL

XIII, COURMODA, Brazilian Shoes and Leather Goods Fair, Sao Paulo Jan. 14-18, 1986 Inf : Couromoda Trade Fairs, P.O. Box 40 90.000 Poroto Alegre RS Tlx : (51) 2919 SSCI

## BOTSWANA

INTERNATIONAL FAIR Inf : Ministry of Commerce & Industry Private Bag 004. Gaborone Gaborone September 24-29, 1986.

FENATEC Brazilian Textile Mfg. Trade Fair Sao Paulo February 23-28, 1986 Inf : James Brewster Associ-

ates Ltd. 2 Duke Street, Manchester Square London W1M 5AA, UK.

MODA RIO BOUTIQUE Rio de Janeiro July 30 Aug. 3, 1986 Inf : FAG Arquitetura Promocional S. A. Estada Marechal Miguel Salazar Mendes de Moraes 680 Rio de Janeiro Tlx : (02120-21) 21555 FAGA BR.

## BRUNEI

BRUNEI Expo & International Technical Fair, Brunei December 7-14, 1986 Inf : Atec Management(s) Pte. Ltd. 190 Middle Road, Suite 13-05 Fortune Centre, Singapore-0718.

## CHINA

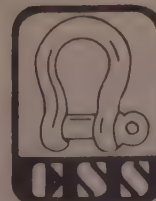
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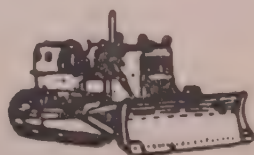
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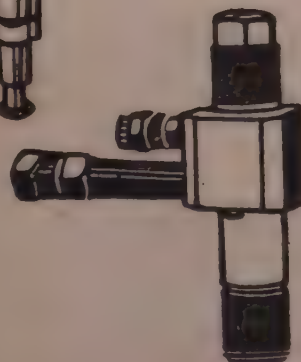
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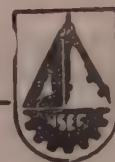
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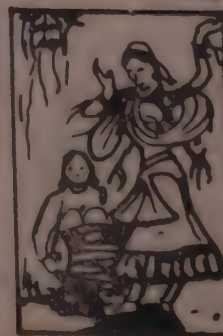
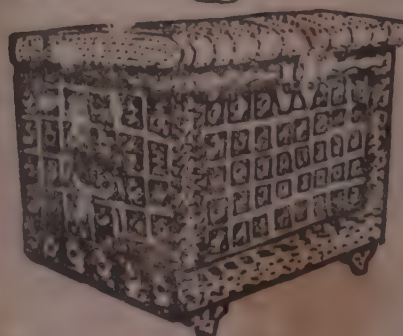
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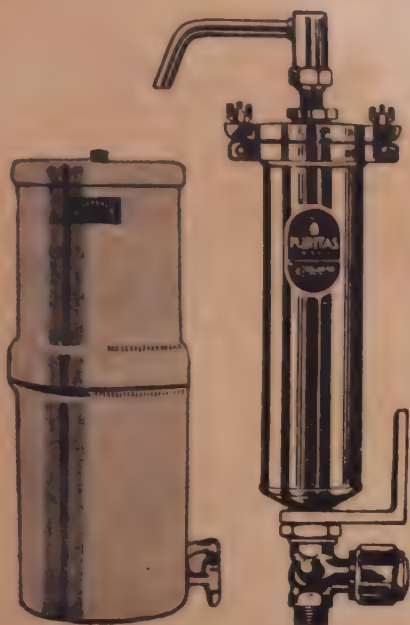
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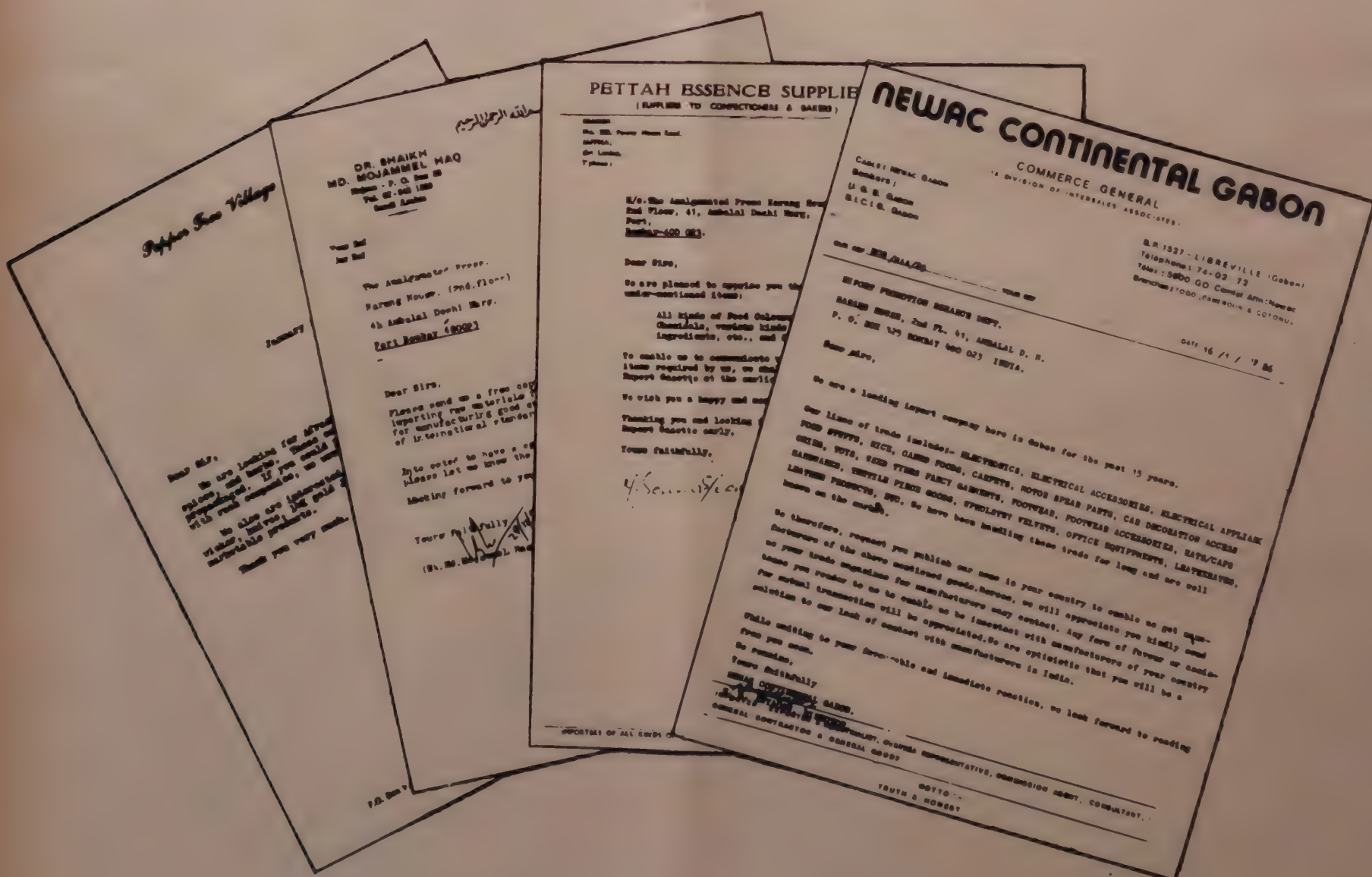
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# INTERNATIONAL MARKETS & ECONOMIES

Egypt has chequered history: It first came into prominence when Lord Kitchener to save General Gordon who was besieged in Khartoum, now the capital of the Sudan which separated from Egypt on 1st January 1956. However the British army arrived too late to save Gordon but as Winston Churchill wrote were able to defeat the Mahdi and his followers at the Battle of Omdurman. Then in the Middle of the nineteenth century Ferdinand de Lesseps and his engineers built the Suez Canal linking the Mediterranean Sea with the Red Sea and cutting the passage time

from Bombay to London in half. The new route to the east brought about the eclipse of the Levant trade route to the Persian and Arabian Gulfs and India.

The Egyptian, British and French Kings had shared the cost of the canal but the lat-

ter two held the major share and so to even the balance the Egyptian leaders Nguib and Nasser refused to renew the lease and took over the canal. So came the Anglo-French invasion which gave the USSR an opportunity to crush the Hungarians, in 1956. Then as Nguib retired Nasser took over the reins of Government. In early 1958 he with President Kuwaitly of Syria in Cairo

The other great division in the country is that of Wagh-el-Bahari; Lower Egypt and El-Said: Upper Egypt.

**The principal towns are:** Cairo 6 million; Alexandria 2.5 million; Giza 854,000; Suez 468,000; Subra-El-Khema 406,000; Port Said 349,000; Mahalla El Kubra 303,000; Tanta 268,000; Aswan 248,000; Ismailia 195,000.

## EGYPT

**Natural Resources:** The first commercial discovery of oil in the Middle East outside Iran was made in Egypt in 1909, but production remained low and often insufficient to meet Egypt's domestic requirements. In 1979 production rising again with the newly-regained Sinai oilfields was 25.5 million tonnes, more than India's.

Since 1909, 39 oil and gas fields have been found in Egypt. Total proven reserves are about 4.8 billion barrels of oil, 3.5 trillion cu feet of gas and another 70 million barrels of condensate, according to the Egyptian General Petroleum Corporation (EGPC). However other analysts believe the reserves are on the higher side. Current production is estimated at between 776,000 & 820,000 barrels per day (bpd). About one-third of production is exported to Israel and the US among the largest customers. One way, in which Egypt hopes to prevent domestic demand eating into the amount of oil available for export is to encourage greater use of the natural resources by both industry and domestic consumers.

Old and often inefficient oil fired electric power stations are being refitted for

proclaimed the union of their two countries, under one head of state, with a common legislature, a unified army and one flag. A month later the Kingdom of Yemen joined them and formed the United Arab States.

This attempt to implement Pan-Arabism ended when Syria withdrew from the federation in September 1961 and the union with Yemen was terminated in December of the same year though a defence pact was concluded with Yemen a year later.

**Location:** Egypt is bounded on the west by Libya, on the south by the Sudan, on the east by the Red Sea, Saudi Arabia, Jordan and Israel. On the north lies the Mediterranean Sea.

The Total area of the country is around 386,900 sq. Miles (more than 1 million sq. km). but the cultivated & settled area, that is the Nile valley, delta and oases, covers only about 13,500 sq. miles (35,500 sq. km.) Canals, roads, date plantations, etc. cover about 1,900 sq. miles; 2,850 sq miles constitute the surface of the Nile, marshes and lakes.

<b>Location</b>	:	Egypt is bounded on the east by Israel, the Gulf of Aqaba, and the Red Sea; on the South by Sudan; on the West by Libya and on the North by the Mediterranean Sea. Across the Red Sea lie Trans-Jordan, Saudi Arabia and the two Yemens.
<b>Area</b>	:	386,900 sq. miles 1,101,449 sq. km).
<b>Population</b>	:	48.5 million (1985). The majority of Egyptians follow Islam but there are some of the oldest Christians, the Copts who are composed of Orthodox, Protestant and Roman Catholic sections, who form about 10% of the total population.
<b>G.D.P.</b>	:	US \$ 20.3 billion (1984).
<b>GDP Per capita</b>	:	US \$ 450
<b>Exports</b>	:	US \$ 3.527 billion (1983)
<b>Imports</b>	:	US \$ 8,300 billion (1983)
<b>Currency</b>	:	The monetary unit is the Egyptian Pound (£E) and is divided into 100 piastres of 1000 milliemes. £1 sterling = £E 1.18 and US \$ 1 = \$ 1 = £E0.95.



natural gas to release additional crude for export. With hopes of trebling electric output by the turn of the century, Egypt has plans build additional coal and gas fired thermal capacity. Highest on the agenda is the plan to build eight nuclear power stations by the end of the century.

Hydropower provides about 6% of the country's primary energy supply, but the major part of the Nile river's potential has been harnessed especially by the World Bank aided Aswan High Dam. Some 80% of hydropower comes from the Aswan and high dams and, while there is scope for some additional output from the Nile, any significant growth may depend on the economically dubious Qattara depression scheme.

With the reopening of one of the plants at Suez which had been damaged in the fighting with Israel, Egypt now has seven oil refineries. With an installed capacity estimated at just above 300,000 bpd. The two new refineries which should boost capacity to 400,000 bpd are planned for Assiout and Suez.

But it is wasteful domestic consumption which remains the kernel of the problem facing Egyptian planners. Because of massive Government subsidies the average Egyptian only pays about 10% to 15% of the world price for his fossil fuel and therefore there is little incentive to conserve energy.

Other minerals produced are phosphate rock: 553,000 tonnes; iron ore 656,000 tonnes and marine salt 500,000 tonnes.

**Agriculture:** To the untrained eye, Egyptian agriculture is as timeless as the Nile River on which it depends for its existence. But it is nothing of the sort, according to experts, both local and foreign.

The lush lands of the fertile Nile Valley used to feed

all of Egypt, with plenty of produce to spare for export. But an exploding population, the loss of agricultural land to urbanisation, and individual overconsumption have meant that since 1974 Egypt has had to start importing foods. Last year it imported half of the food consumed at a cost of close to US \$4 billion.

The country imports 6 million tonnes of wheat flour a year, 75% of wheat requirements, and this alone cost over \$1 billion last year. Other major import items are sugar; vegetable oil, lentils, corn, red meat and poultry.

Coupled with the mounting food imports bill is the sharp decline in agricultural exports. Cotton sales abroad, which used to top 700,000 tonnes a year are down to one-tenth about 70,000 tonnes. Rice exports, which reached 153,000 tonnes in 1977, amounted to only 30,000 tonnes last year. This latter is actually looked upon favourably because it was an increase over the 25,000 tonnes exported the previous year.

Cultivated land consists of 5.8 million feddans, only 3% of Egypt's total land area. Over the last three decades some 700,000 feddans of arable land were lost to the construction of housing and industries.

To counter this the government reclaimed 900,000 feddans, but only half of this land is actually in production. Under the current five-year plan, the aim is to reclaim another 636,000 feddans, and in the first two years some 130,000 feddans have already been converted, according to the minister of agriculture.

However, the problem of under-utilisation of the new land remains as before — the Minister admits that not all of the reclaimed land is being farmed. Some of the purchasers prefer to hold on to the land in expectation of good profits from the sales when land values rise.

At the same time, there is no indication that the loss of arable land to urbanisation will be stopped. Indeed, as the population continues to expand at a rate of 1 million every 10 months, and the drift from the land to the cities continues, this process may well accelerate.

Planners are placing much of their hopes for agricultural improvement in vertical expansion, that is the improvement of yields through the introduction of new strains, better drainage of lands, fertilisers and stepped up mechanisation farming methods. New varieties of rice and maize which were successfully introduced last year in pilot projects will be planted this year in much larger areas. The new variety of rice will be planted on 250,000 feddans, and the higher yielding maize will be grown on some 1 million feddans.

The Egyptian government hopes all these changes can increase yields by 40%-80%. But for Egypt this improvement will have to be accompanied by a successful birth control programme and a reduction in the consumption levels of the average Egyptian.

Egypt may be a relatively poor country, with one of the lowest per capita incomes, but there are few signs of the starvation found in other parts of the Third World. In fact, Egypt has one of the highest per capita calorie intakes in the world. The problem of too many people eating from too little farm land is now recognised by Egypt's planners. But it is too early to tell if the solutions they have proposed will enable the country to become a net food exporter again.

**Economy:** The ills of the Egyptian economy are often exaggerated and its strength and diversity underestimated. The danger today is not that a crisis looms but that the main sources of growth in the 1970 and early 1980s have

reached a plateau and are unlikely to expand much further.

Egypt has benefitted from the boom which has transformed the economies in the rest of the Middle East. From 1973 onwards Egyptians have been the most important source of foreign exchange. Just how much of their pay flows back to Egypt is unclear, but it is at least US \$3 billion and may be as high as \$6 billion.

Production is rising in the country's oil sector; crude condensates and natural gas had reached about 860,000 barrels a day. In a few years the 1 million a day target may be reached but new oil finds are not being made to prevent a decline in output at the end of the decade.

The Suez Canal produced another \$967 million in 1982-83 and tourism \$600 million but in neither case will there be any sudden leap in revenues. Civilian aid from the US provides another \$1 billion annually, though private foreign investment has been slow to come outside the oil sector. Better relations with other Arab States will not release a flood of aid money since the cutback in OPEC revenues has put constraints on the generosity of Saudi Arabia and other likely donors.

The high growth rates of the 1970s are unlikely to be repeated. The five-year plan which started in 1982-83, calls for real growth of 8.1% but half this figure would be satisfactory in the present economic climate. The real danger continues to be that the recent expansion has been confined to certain parts of the economy, so that academics speak of two Egyptian economies.

One is the world of workers in the oil states, Egypt's oil sector and parts of the free market. Here there are high wages and often high productivity. The second economy little changed by the 1970s



is Egyptian industry, agriculture and government services.

The traditional economy pays tiny wages but ensures that nobody starves to death. Basic needs are heavily subsidised and a loaf of bread still only 1 piastre. Any attempt to remove the subsidies is likely to be resisted. In 1977 such an effort provoked massive riots in Cairo and Alexandria, the memory of which makes the government extremely nervous when it contemplates tinkering with the subsidy system. Such doubts were reinforced over the last year by riots in Morocco and Tunisia.

The problem for Egypt is that just as the fast-expanding part of the economy is reaching a plateau from which it is unlikely to rise much further, the traditional economy, which developed in the 1950s and 1960s, has not grown fast enough. Food production is growing by only 2% a year. Exports of manufacturing goods actually declined in the 1970s.

Food imports surged during the 1970s and now totals the consumption of \$4 billion but the government cannot allow the mass of consumers to face world prices for such basic commodities as wheat, rice or sugar. The roots of the system are too deep. Oil consumption is also rising fast, making a deep dent in the exportable production.

The major crops produced at present are cotton, rice and maize, and sorghum in the summer, and berseem (Egyptian clover), wheat and beans in the winter. Cotton and rice are the most important summer cash crops, while maize and sorghum are subsistence crops. In the recent past, emphasis is given in increasing the production of fruit, vegetables and meat as the demand for these higher value products has increased.

Domestic consumption, by food subsidies, has outstripped the production of foodstuffs. Consumption patterns have changed in

favour of imported goods, and as a result, Egypt is importing half of its food requirements. Wheat imports account for 75% of domestic consumption. Cotton has been the most important cash crop for export. The production of cotton has been declining since 1980 and this is on account of a plan to free land for the production of food crops.

Under President Nasser, Egypt built up a dominant public sector. In 1974, the next President, Anwar Sadat, decided for an open door policy, and gave the green light to increased foreign and private investment. Egypt's economy benefitted from their policy as well as from rapidly growing oil earnings, tourism, Suez Canal traffic dues, and workers' remittances, with real growth in gross national product (GNP) averaging 8.5% per annum over the period 1970-81. This trend could not be sustained in the face of more moderate revenues and the growth in GNP during the recent years averaged a satisfactory 5% per year.

In September 1982 President Sadat introduced a new investment law which gave private investors most of the privileges of foreign investors, who in turn were allowed to take majority holdings in companies and promised quick decisions on their investment projects.

Egypt's economic performance marks a number of serious underlying problems. The first is that foreign aid is the force that helps to maintain the balance of payment position. Secondly the agricultural: The low rate of growth in the industrial and agricultural sectors has contributed very little to the export growth. Consumption eats into the exportable surpluses and hence investment is again hampered. The rate of inflation during the first six months of 1984 (latest available) is a high 1.8% compared with India's official one of 8%-10%.

**Industries:** The commanding heights of the economy during the heyday of Nasser has led to a preponderance of the public sector, as in India, in the industrial development. Consequently industrial development has been effected by the government malaise of inefficiency. This sector is subject also to reshuffling in order to show that something is being done to alleviate the problem.

The public sector remains the backbone of Egyptian industry, absorbing three-quarters of all investment and accounting for about two-thirds of production. Last year's production E£ (Egyptian pounds) 10.3 billion, equivalent to 47% of the production in the commodities sector.

Raising capital for investment is merely a question of finding the required local and foreign currency. Under the

plan, total investment of E£ 8.6 billion is allocated to the national industrial sector, of which E£6.8 billion will go to the public sector companies affiliated to the Ministry of Industry and Mineral Wealth.

Public sector companies can also form new companies as joint with public sector banks under the investment laws. This allows them to operate private ventures with greater freedom to charge real prices for products and pay managers higher salaries.

**Exports:** The principal countries to which Egypt exports are the US, Greece, Japan, Germany (FRG), German Democratic Republic, Netherlands, the UK, Italy, Romania, India and USSR. Attempts have been made to improve trading relationships with Eastern Block countries. Egypt sign a protocol with USSR in 1983 with the aim of increasing trade.

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The traditional exports of the country have been raw cotton mainly accounting for almost one-third of the value of total exports. In 1979 this situation was to change dramatically when the Peace Treaty signed with Israel brought the return of the Sinai oil fields to Egypt. In that year the share of crude petroleum of exports rose to 30% while that of raw cotton fell to 21%. By 1982 the share of crude petroleum went up to 55%.

Total exports have been falling from US \$4,050 million in 1980-81 rising slightly to \$4,068 million in 1981-82 and then down to \$3,527 million. During these years imports were much higher at \$8,722 million, \$8,600 million and \$8,300 million leaving deficits in the balance of trade of \$4,672 million, \$4,532 million and \$4,773 million respectively. In the these years services and unrequited transfer of \$3,401 million, \$2,416 million and \$3,040 million helped to close the final balance of payments deficit position to \$1,271 million, \$1,733 million. The major share of this was accounted for by remittances of \$2,855 million, \$2,320 million and \$3,000 million respectively. With this the deficit has been kept within reasonable limits.

Thus the opinion is that the balance of payments position is not so bad as it seems. The biggest source of foreign exchange is workers' remittances. These are normally said to be \$3 billion but in fact may be much higher because of the better exchange rate on the black market. The drop in the growth in the oil states is not, so far, having a great impact on Egyptians employment abroad. Egyptians are often in -jobs less vulnerable to swings in the market than Pakistanis or Yemeni workers. There are for instance 35,000 Egyptian teachers in Saudi Arabia.

Can Egypt increase its manufactured exports? The

chances look poor in the present economic climate with so many other countries searching for markets in the Middle East and elsewhere. Foreign investment has remained very limited, apart from oil, and the changes of a significant inflow are always exaggerated. Direct US investment in Egyptian agriculture is only \$61 million.

With manufactured exports in 1984 at only E £500 million, compared with oil exports of more than \$2 billion, an increase of even 12% in a year in exports of manufactured goods will only have a modest impact on Egypt's balance of trade.

**Trade with India:** Under the provisions of the General Agreement on Trade and Tariffs (GATT) both India and Egypt have agreed to promote international trade as also between the two countries.

According to their agreement the two countries will accord to each other most favoured nation treatment in respect of customs duties and other taxes or changes of any kind applied to the goods exported to the territory of the other contracting party or imported therefrom. Secondly this covered customs rules and formalities concerning the imports, exports, transit and storing the loading of goods imported, exported or being in transit. They also agreed to effect payments for commercial transactions in freely convertible currencies.

The Trade Expansion and Economic Co-operation Agreement between India and the Arab Republic of Egypt concluded on 23rd September 1967 continued the system. Additional lists of goods to be included in Indo-Arab trade were added in the Protocols signed on 16th July 1969 and 10th March 1984. The latter came into force on 1st April 1984 and continues to be in force until 31st March 1988. Co-operation

in the areas of industry, agriculture, energy, trade, education as well as science and technology was ensured by a further Protocol signed on 21st November 1985. Joint ventures for the manufacture of carbon black diesel engines and pumps, industrial machinery for cement, fertiliser, textile and steel industries. They have also set up an export committee to find ways and means to increase co-operation in the manufacture of electronics to meet the needs of both nations.

Currently there is a list of 148 items which qualify for 50% reduction in tariff duties. India's trade with Egypt has so far maintained a favourable balance. Exports in 1980-81 were Rs. 85.95 crores while imports Rs. 29.60 crores, leaving a balance in India's favour of Rs. 56.35 crores. Exports in the succeeding years up to 1985 were in the order of Rs. 74.30 crores, Rs. 84.05 crores, 114.06 crores and Rs. 104.04 crores. Imports matching these were Rs. 5.45 crores, Rs. 3.80 crores, Rs. 15.22 crores and Rs. 9.78 crores.

Indian exports are composed mainly of traditional items such as tea, sugar, spices, etc. However, exports of non-traditional items such as engineering goods, electrical items, diesel engines, pumps, transport vehicles and spares, railway track material and hand tools have found a good market in Egypt. It is estimated that the value of these exports exceeds Rs. 30 crores per annum. Commodities exported are wheat, wheat flour, maize, meat chilled or frozen, dairy products, sugar refined, motor vehicles, automobiles, motor and tractor spares, building bars and rods, excavating and allied machinery, organic & inorganic chemicals and cement.

Other exports to Egypt are animal and animal products, vegetable products, fats, oil and oil products, prepared foodstuffs, beverages,

tobacco, mineral products, chemicals, artificial resins, plastic materials, cellulose, rubber, hides and skins and furs, wood, charcoal, coniferous work, paper, paper board, textiles, footwear, headgear, umbrellas, artificial flowers; stone, plastic, asbestos and glass articles; pearls, precious and semi-precious stones and jewellery; base metal articles; and machinery and mechanical and electrical appliances.

There is scope for expanding trade with Egypt. The export of meat items and other food products can easily be stepped up. Other items are drugs, pharmaceuticals and dyestuffs since Indian products in these areas conform to international standards.

India's imports have however been limited to aluminium, rock phosphate, urea waste and scrap metal or iron or steel, synthetic fibre, gas natural and manufactured.

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# INTERNATIONAL TRADE NEWS & NOTES

## ASIAN INDUSTRIAL GROWTH SLUGGISH

Industrial growth in Asia's developing nations slowed last year, while agricultural production in the region has been absorbed by growing populations.

The report by the U. N. Economic and Social Commission for Asia and the Pacific attributed the sluggish growth in manufacturing to increased protectionist measures in export markets and falling demand.

The survey presented a bleak picture of Asia's struggle to feed itself, noting that food output in 1984 grew by 1.4 per cent barely exceeding the population growth rate and insuring that malnutrition remained a major problem for many countries.

The drop in demand for manufactured goods in 1985 caused a 'severe loss in momentum' in the region's newly industrialised economies, the survey said.

However, the progress of China and India in the electronics field were among the bright spots singled out in the report.

China continued to reap industrial benefits from the recent economic reforms from Peking that stress incentives and decentralised planning, the survey said. The total value of the country's industrial output increased 14 per cent in 1984, with substantial gains in rolled steel, automobiles, tractors and light industrial and consumer goods, it said.

In agriculture, the survey found a long-term decline in world prices, for most commodities may have resulted

in a loss of as much as \$1.4 billion for Asian food exporters during 1974-83.

The survey said that although China and Indonesia have registered significant growth in food production, the region cannot be considered close to self-sufficient in food production.

## U.S. IMPOSES QUOTAS ON TEXTILE IMPORTS

The Commerce department has said it has imposed provisional quotas on textiles and clothing from five countries to curb their exports to the United States.

Department officials recently said they have requested talks with the five countries — Bulgaria, China, India, South Africa and Thailand — and that the quotas would become permanent if agreed shipment levels could not be reached.

Congress approved legislation last year cutting back on textile imports, but President Reagan vetoed it on grounds the curbs would invite trade

retaliation by the nations hit.

The commerce departments listed these quotas:

Bulgaria, 11,058 dozen women's, girls' and infants' wool coats current shipments are up 81 per cent over a year ago.

China, 1,511,793 square yards of gingham and other yarn-dyed cotton fabric current shipments are up by 12 per cent.

India, 187,411 dozen women's girls' and infants' man-made fibre shirts and blouses up by 92 per cent.

Thailand, 3,240,731 pounds of cotton/polyester yarns, up by 200 per cent.

South Africa, 204,267 dozen pairs of cotton gloves and mittens 275,000 were shipped last year, the first year of such exports to the United States.

## ISLAMIC COMMON MARKET

A proposal to set up a common market of Islamic countries is currently being studied by the Organisation

of Islamic Conference (OIC), according to Mr. Ali Oune Dat, secretary general of the Karachi-based Islamic Chamber of Commerce and Industries.

The report prepared by the Federation of Bangladesh Chambers of Commerce and Industry on the prospects for such a market had been submitted to the OIC in pursuance of a decision by the Islamic Chamber's Members, he said.

All members of the Islamic Chamber favoured the idea of an Islamic common market, but their views differed somewhat, in regard to the modalities of such a market, Mr. Dat said.

A lot of time and effort would be needed for the idea to materialise, he said, and expressed the view that as a first step towards the ultimate goal, the Islamic countries could begin by developing commodity exchange trade, in which they could meet each other's requirements in various fields.

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# INDIAN EXPORT HIGHLIGHTS

## GARMENTS

Exports of garments in the first quarter of this calendar year have gone up by five per cent over the same period last year. Against Rs. 393 crores in January-March 1985, exports in the corresponding period this year have crossed the Rs. 414 crores mark.

However, while in terms of value the going has been good, quantity-wise, exports have dipped by three per cent in the period under mention. While in January-March 1985, about 988 lakh prices were exported to different regions, this year only 957 lakh pieces were sold in the first three months.

Incidentally, exports to the US, a major market fell by four per cent in January-March this year with the earnings at Rs. 150 crores. Quantity-wise also, a decline of 13 per cent was witnessed at 295 lakh pieces.

Conversely, exports to the EEC and the other restraint countries went up by 26 and 13 per cent, respectively in January-March this year, in terms of value. In the case of EEC, however, a corresponding increase in quantity was also witnessed at 405 lakh pieces — a 11 per cent increase over January-March 1985.

## IRON ORE

Iron ore exports from Goa have shot up substantially in 1985-86, export earnings soared to Rs. 200 crores against Rs. 180 crores in the previous financial year.

In terms of quantity, Goa's shippers accounted for 14.5 million tonnes of exports directly to four permanent destinations including Japan.

South Korea, Taiwan and West Europe. In addition, they sold two million tonnes through the Minerals and Trading Corp. (MMTC) to Romania and other East European countries.

Against this, its direct exports in 1984-85 were placed at 9.5 million tonnes and through MMTC about 2.5 million tonnes, valued at Rs. 180 crores.

## PEPPER

India has contracted to sell 12,000 tonnes of pepper to U.S. buyers in 1986, compared with a little over 4,000 tonnes in each of the last two years, according to a report.

With a reduction of pepper output in recent years, global exports have shown a rapid decline, according to the U.S. agriculture department.

In 1984, world pepper shipments were about 113,000 tonnes down 14 per cent from 1983, preliminary information indicates another decline occurred last year, the department said.

That has produced a competitive scramble among the major pepper importers. For example, India is not an important U.S. supplier, as much of its exports are to eastern Europe under trade agreements.

## COTTON TEXTILES

Although exports of cotton yarn, fabrics, and made-up items during 1986 were higher at Rs. 474 crores, compared to Rs. 448 crores in the previous year, the increase of Rs. 26 crores is quite insignificant against the background of inflation at high rates and the weakening rupee in the international

market.

India's performance in EEC countries in this field has been dismal. Quota utilisation has dropped from 73.70 per cent in 1984 to 45.54 per cent in 1985. With attractive inducement from their governments, exporters from Pakistan and China made deep inroads into India's traditional markets. USSR continues to be the largest importers of Indian cotton textiles, absorbing nearly 42 per cent of the exports. The EEC countries and the U.S.A. follow, absorbing 34 per cent and 10 per cent respectively. While further access to the American market has been denied due to protectionist measures taken by the U.S. government. India has not yet made any significant break-through in other affluent, non-quota countries like Japan and Australia.

## CASHEW KERNELS

Export of cashew kernels during 1985 showed an appreciable increase totalling 38,123 tonnes valued at Rs. 223.77 crores as against 31,255 tonnes valued Rs. 174.77 crores in 1984. The increase of 21.97 per cent in volume and 28 per cent in value over the previous year constitutes a new record for the industry.

India accounted for 45 per cent of the United States total import of 48,000 tonnes of cashew kernels in 1985 an all time record. The annual visit of the cashew trade delegation to the U.S. during the past few years, has greatly helped in consolidating and improving India's position in the U.S. market, ac-

cording to the Cashew Export Promotion Council.

Many world markets including the USSR, the Netherlands, the U.K., Hong Kong, the F.D.R., the G.D.R. and Saudi Arabia have increased their off-take of cashew from India.

## GEMS & JEWELLERY

Export of gem and jewellery items registered 14 per cent increase during 1985-86 at Rs. 1487.63 crores from the level of Rs. 1304.92 crores achieved in the previous year.

Cut and polished diamonds continued to account for the major share of the total exports accounting for over 90 per cent of all gem and jewellery shipments effected during 1985-86.

Diamond export thus touched a figure of Rs. 1344.2 crores during 1985-86 an increase of 14.69 per cent over the exports achieved in the previous year.

Export of precious and semi precious stones also recorded a notable increase during the year at Rs. 45.94 crores as compared to Rs. 35.1 crores achieved in the previous year.

Exports of gold jewellery has been more or less maintained during the year under review.

## PARIS FAIR FETCHES BIG ORDERS

The four-day Indian merchandise exhibition organised by the Trade Development Authority in Paris concluded recently with Indian firms bagging spot orders worth Rs. 2.252 crores. The value of trade enquiries generated is valued at Rs. 3.47 crores.



# TRADE AGREEMENTS

## BULGARIA

Bulgaria is keen on having a mini barter system with India in addition to traditional dealings to set up bilateral trade.

Mr. Yuri Ptchelintzev, director of the International department of the Bulgaria Chamber of Commerce and Industry, said recently that lack of foreign exchange often came in the way of purchasing more items from each other.

The trade between the two countries is through free foreign exchange. Even though the two-way trade had improved in recent years, it is only around \$100 million.

## SEYCHELLES

India and Seychelles recently held official talks focussing on possibilities of greater Indian participation in the islands's economic development, particularly in the field of oil exploration and industry.

India had earlier sent to the island a consultancy team in the field of petroleum. Seychelles is keen that India should send a survey team to locate petroleum sources in the island and also train their personnel in India.

Seychelles would like to diversify into industry since its economy now depends mainly on tourism. India agreed to consider ways and means of making such assistance available.

## KENYA

India and Kenya recently agreed to increased substan-

tially the trade turnover in the current and succeeding years, under a protocol signed by Mr. P. Shiv Shanker, Commerce Minister, and the Visiting Minister for Commerce and Industry, Prof. Jonathan Ngeno.

India, on its part, agreed to step up its imports from Kenya. The items would include soda ash, pyrethrum, fluorspar, raw cashew, dry beans, raw hides and skins and wattle extract.

Moreover, India will consider grant of a quota to Kenya for selling in this country the produce of Indo-Kenyan joint ventures, an official release stated.

There was also an agreement on the export by India of drugs and pharmaceuticals as well as railway wagons to Kenya.

Besides, India will provide technical assistance, consultancy and training facilities to Kenya, particularly in agriculture and small-scale industry. Services of Indian technical experts have also been offered.

India will also assist Kenya in setting up small and medium scale industries for the production of cement, textiles, bicycles, finished leather goods, machine tools, vegetable oils, agricultural implements and pesticides.

In addition, this country will participate and assist in the construction of railway lines in that country.

Mr. Punja said that export of Indian engineering goods alone accounted for 60 per cent of the total trade with Kenya. Exports to Kenya

were much higher as compared to imports into India. Therefore, India was keen that imports from Kenya should increase so that the two-way trade flow was really meaningful.

## KOREA

South Korean companies have signed contracts valued at \$119.5 million with the Indian companies during the recent visit to India of Prime Minister Lho Shinyong and the 30 member business delegation.

Iron ore (\$70 million), rutile (\$12 million), animal feed (\$2 million), copper concentrate (\$8 million), anthracite coal (\$10 million), Naptha (\$15 million), cotton (\$1.5 million) and leather (\$1 million) are the major items which the Korean companies are to buy from India.

## GERMANY

The fast pace of growth in Indo-German trade continued in 1985. As per the latest statistics from Germany, trade between the two countries increased to the new record figure of nearly 5 billion DM (4.837 billion DM or Rs. 25 billion). This implies an increase of about 20% as compared to 1984.

The growth in the trade volume is mainly due to an increase in imports which rose by 28%. Exports achieved a less spectacular growth rate 3.5%. The focus of export growth was centred around leather goods. Cotton garments which had made a comeback in a big way in

1984, could make further progress in 1985. The surge in the export of cotton fabrics continued in 1985. Tea exports continued to develop positively as in 1984 bringing in a higher per unit value and where precious and semi-precious stones are concerned, the downtrend of 1984 has been reversed.

In recent times, India's engineering exports to Germany have been gaining in prominence and achieved a further growth in 1985. They comprise machinery, electro technical goods, precision engineering and transport equipment. Together they accounted for about 3% of Indian export to Germany.

Electrotechnical goods, iron and steel and chemicals and pharmaceuticals led the import growth in 1985. Machinery imports which had declined in 1984 recovered in 1985 with a substantial increase.

## POLAND

The commerce ministry has notified conditions governing exchange of goods and services in terms of the new trade and payments agreement for 1986-90 signed by India and Poland recently.

In accordance with the provisions of this agreement, effective from January 1, 1986, the value of all contracts concluded for export of goods and services from Poland to India and vice versa will be designated in rupees only.



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# COMPANY NEWS & NOTES

## CONTINENTAL PUMPS & MOTORS LTD.

India has bagged a prestigious World Bank-aided order from Bangladesh for the supply of sophisticated turbine pumps valued at Rs. 4 crores. This is the single largest export order to be received by an Indian company in the last decade.

According to sources recently the order which has been bagged by Continental Pumps and Motors Limited against stiff international competition is the second in the series, the first being the Rs. 1.1 crore order under a Japanese-aided programme.

Under the latest contract, Continental Pumps and Motors Limited will be supplying 4400 pumps to Bangladesh. The payments will be received in US dollars and the total contract will be executed within a period of one year.

The World Bank is assisting Bangladesh under its programme of attaining self sufficiency in food production, with an ambitious programme of installation of large number of tubewells. These sophisticated pumps to be supplied by Continental Pumps is a part of this programme.

The company is currently said to be working on new export markets in the South East Asia, Africa and other developing countries.

## MITCO

The Mica Trading Corporation (MITCO) exported mica worth Rs. 27 crores during 1985-86. Mica sales at 22150 tonnes are reported to be the highest ever — 88 per cent increase over the

1982-83 level of 11779 tonnes.

MITCO has also earned a record Rs. 7.65 crores in free foreign exchange.

## N.S.I.C.

The National Small Industries Corporation (NSIC) Limited has successfully completed about 100 turnkey projects in African countries, Bangladesh and Sri Lanka, Mr. J. S. Juneja, Chairman of the Corporation said.

## M.A.M.C.

Mining and Allied Machinery Corporation Limited (MAMC) has given better account of itself during 1985-86, when total sales and exports increased to Rs. 56 crores and Rs. 17 crores, respectively. In the last quarter of 1985-86, MAMC production rose to Rs. 18.97 crores.

A problem which constantly bothers the MAMC management is to get adequate orders to ensure a high level of plant capacity utilisation, diversification in materials handling equipment for coal, fertiliser and steel plants has helped in improving the order book position, but the plant should have greater work load.

In a press release recently the corporation has said: MAMC's main efforts will be to prepare coal preparation plant and underground mining equipment for long wall faces for which the company has the best technology available in the world. While the corporation's first coal preparation plant has been working at Moonidih (BCCL) the second one to be installed at Rajrappa (CCL) is nearing completion. It has

now received an order for setting up on a turnkey basis an electronically controlled coal plant at Madhuband.

## A.C.C.

The Associated Cement Companies (ACC) has bagged the International Asia Award', the most coveted corporate recognition given to an Asian company.

This award is given to those companies which have made a mark for themselves in their trading within the

Asian region including Arab countries and which have contributed substantially to the development of the local economy.

Based on information received from chambers of commerce of different countries, ACC was selected by the 'Trade Leaders Club'—Madrid, Spain, an organisation of trade-experts from 120 countries, and Editorial Office Publications, an international Spanish company who are joint sponsors of the award.

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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## COLOMBIA

INTERNATIONAL TRADE FAIR — Bogota — July 15-27, 1986. For further information contact: Ceullar Oranje Nassaulaan 55, 1075 AK, Amsterdam, Holland. Tel: (020) 717867.

## GHANA

GIFEX — Accra — Feb. 7-16, 1987 — For further information contact Gifex '87, P.O. Box 32, Trade Fair Ste, Accra.

## INDONESIA

INTERNATIONAL FAIR — Jakarta — July 26-August 23, 1986. For further information contact Jakarta Fair Authority, Lapangan, Merdeka Monas, Jakarta. Tlx : 44557.

## PANAMA

FIAGA '86, INTERNATIONAL FAIR OF AGRICULTURE, CATTLE, FISH AND FEED. Panama City — September 18-24, 1986. For further information contact Panama Intefair, Solution Centre, P.O. Box 5262, Panama 5. Tel: 646808, 258274. Tlx: 2330 PIFSA PG.

## PERU

INTERNATIONAL PACIFIC FAIR, Lima Nov. 21-30 1986. For further information contact Feria Internacional del Pacific, P.O. Box 4900, Lima. Tlx: 25504.

## PHILIPPINES

INT. BUILDING MATERIALS & EQUIPMENT EXHIBITION, Manila -- July 8-13, 1986. For further information contact Philip-

pine Center for International Trade & Exhibitions, P.O. Box 598, Manila. Tlx : 40469.

INT. FOOD PRODUCTS SERVICES & EQUIPMENT EXH., — Manila — Aug. 31 Sept. 7, 1986. For further information contact Philippine Center for International Trade & Exhibitions, P. O. Box 598, Manila. Telex : 40469.

## RWANDA

AFRICA BUILDING — Kigali — Sept. 24-30, 1986. For further information contact World Conferences & Exhibitions Center, Airlines House, 3, Kimathi Avenue, Kampala, Uganda.

## SOUTH KOREA :

Indian firms have bagged orders worth over Rs. 19

lakhs at the Fabrics India Exhibition organised by the Trade Development Authority at Seoul, South Korea.

The six-day exhibition which concluded recently fourteen leading manufacturers and exporters of textile products, handloom fabrics and home furnishings have exhibited their products at the exhibition.

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# BOOK REVIEWS

**EXPORTABLE OFFER DIRECTORY PERU 1985**, published by Fopex, Fondo de Promocion de Exportaciones, No Tradicionaries, Av. Jose Pardo 275, Miraflores, P.O. Box 3545, Lima 18, No. of Pages 244. Price on request.

The Non-Traditional Exports Promotion Fund (FOPER) is pleased to present this directory prepared by its Technical Division. This publication contains information on 1340 export products, supplied by 730 companies in response to a survey conducted by Fopex's Market Research Department. The products are arranged in 10 sections; Agriculture, Textiles, Fishing, Machinery and Metal Products, Chemicals, Metallurgy, Non Metallic Minerals, Wood and Paper, Hides and Leather, and Various. The products within each of these sections are classified according to the Brussels Tariff Nomenclature — BTN (now Customs Co-operation Commercial Nomenclature — CCCN).

We also including for the first time information on a number of consultants and construction companies which have the capacity to carry out projects (initial design engineering to full completion), in the following areas; Mining, Energy, Oil and Petrochemicals, Industry, Heavy Construction, Urban Construction and Logistics. The information contained in this catalog is presented

according to the Brussels Tariff Nomenclature number, in five columns in Spanish and English.

1. Column one presents the Brussels Tariff Nomenclature BTN (now the Customs Co-operation Council Nomenclature, CCCN) number arranging the products and identifying them to four digits.
2. Column two presents a commercial name of the product.
3. Column three presents information relating to maximum and minimum order size, delivery schedules, pricing and packing.
4. Column four identifies the exporter and product using the FOPEX internal code.
5. Column five presents the name and the address of the exporter.

## NEW ITC STUDY

New ITC market study highlights possibilities for expanding trade among developing countries in bicycles and components. The 160-page publication, **Bicycles and Components: A Pilot Survey of Opportunities for Trade Among Developing Countries**, points out that the bicycle market in developing countries is largely untapped, particularly in the rural areas. Suppliers in other developing countries

should be able to find sales opportunities if they adapt their product to the style and price requirements of potential consumers in these countries.

International sales of bicycles and components currently reach over US \$2 billion a year, with more than three-fourths of this trade occurring among developed countries. The top five markets are the United States, the Federal Republic of Germany, Switzerland, the United Kingdom and Canada. However several developing countries and territories are among the main importers, including Taiwan Province (China), the Islamic Republic of Iran, Indonesia, Hong Kong, Singapore, Nigeria, Algeria, Colombia, Saudi Arabia and Egypt. Developing countries also figure among the top exporters. Taiwan Province (China) is the third leading supplier on the international market, after Japan and Italy. Other bicycle or components exporters among developing countries are India, China, Singapore, Republic of Korea and Brazil. Of these, India has been in the forefront of supplying other developing countries with these products.

The report outlines the major trends on the international market for this product line, including the key role played by some companies in the increasing "internationalization" of produc-

tion technology, for instance through licensing agreements and joint ventures. It also gives market profiles of six selected developing countries that offer potential for increased South-South trade, either as suppliers or buyers of these goods; India, Brazil, Egypt, Indonesia, Thailand and Malaysia. Each country chapter includes a list of selected addresses for business contacts.

French and Spanish versions of the book will be issued in the coming months.

The study is available free of charge to producers and exporters in developing countries and to government officials in all countries. It is sold for \$30 to other persons.

**Contact :** ITC, Palais des Nations, 1211 Geneva 10, Switzerland.

**CUSTOMS BAGGAGE GUIDE, TRANSFER OF RESIDENCE RULES, IMPORT OF GIFTS, DUTIES PAYABLE, EXPORT BAGGAGE RULES**, by G. N. Punwani, B. E. Mech. Management Consultant, 64, Shantigrilla, 6th Floor, Near Colaba South P.O. Bombay 400-005. Phone : 4950257. Price : Rs.15/- Postage extra Rs. 5/-.

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of Rs. 1250/- wherever applicable, 170% Duty is leviable on first Rs. 2000/- if customs duty and balance Rs. 240% straight away. Additional Duties of Rs. 1000/ & Rs. 1500/- on Television Screen if below or above 14" (35cms.) respectively are also to be charged. Besides, there is a TV tax of Rs. 100/- on

each imported or indigenous TV set. System of landing certificate is done away with. Various changes, duties, and other useful information is contained in the publication.

Mr. Punwani also publishes the following titles: 1. Foreign Trade Guide to Indian Exporters (Rs. 50/-) 2.

Export Marketing and Procedures (Rs. 40/-) 3. Export Documentation (Rs. 75/-) 4. Indian Trade Classification — Commodities Code Nos. — An Alphabetic Index (Rs. 40/-) 5. Export Incentives — A Guide (Rs. 35/-) 6. Duty Drawback on Exports (Rs. 60/-) 7. Cash — Compensatory Support Guide (Rs. 35/-)

8. Appointment of Overseas Agents & Remittance of Commissions (Rs. 25/-) 9. Import of Motor Vehicles (Rs. 15/-) 10. Investment Guide for Non-Resident Indians (Rs. 75/-) 11. Guide for Exporters of Engineering Goods (Rs. 30/-) 12. 100% Export-oriented units and free trade zones (Rs. 50/-).

## SPECIAL NUMBERS

FROM THE MAY 1986 ISSUE 'EXPORT GAZETTE' WILL CARRY MORE QUALITATIVE TRADE INFORMATION, WILL INTRODUCE NEW FEATURES AND SPECIAL SUPPLEMENTS. NATURALLY THERE WILL BE MORE PAGES TOO. AND THE JOURNAL WILL HAVE A LARGER DISTRIBUTION ABROAD RESULTING IN MORE FOREIGN ENQUIRIES TO ALL ADVERTISERS.

(Like for instance this May 1986 issue on Machinery, Industrial Products & Ancillaries will be distributed largely among Importers of all such products in 140 countries worldwide in strictly controlled circulation).

### SCHEDULE OF FORTHCOMING SUPPLEMENTS

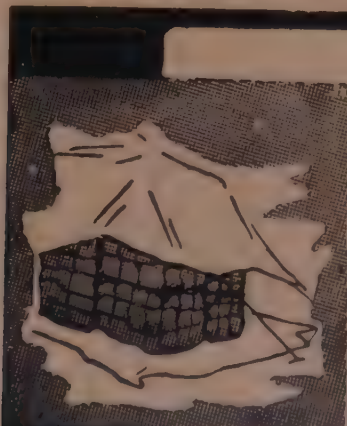
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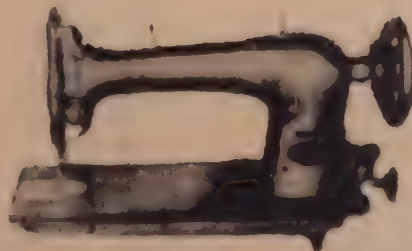
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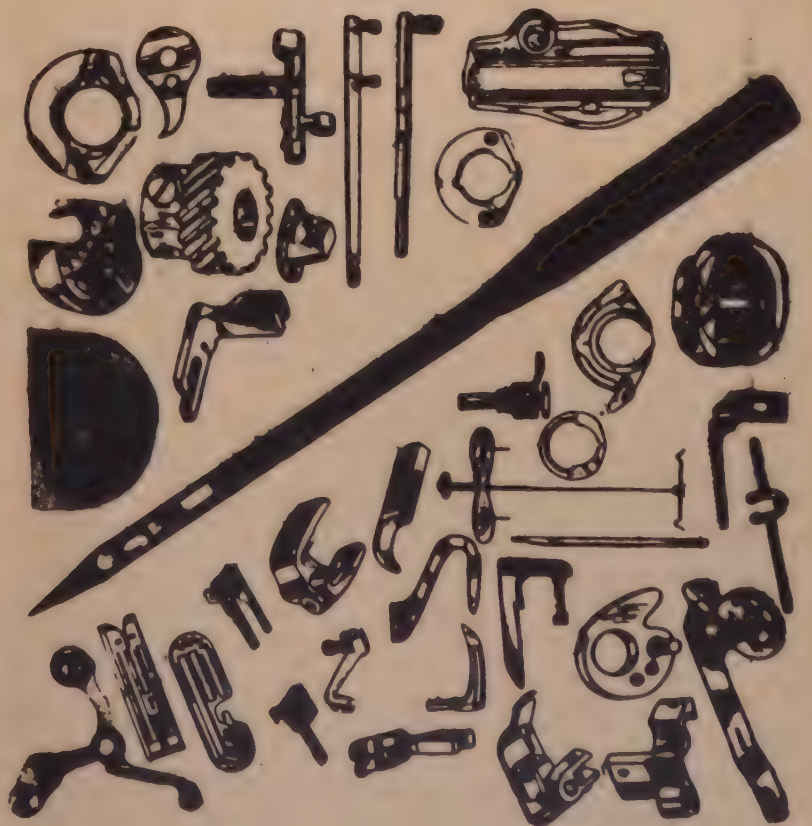
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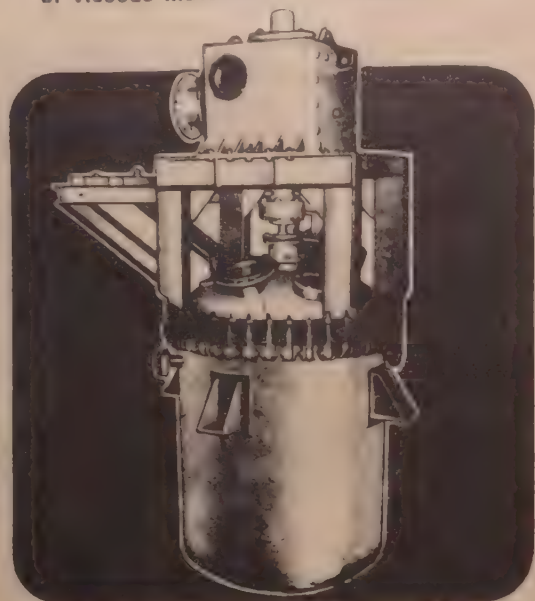


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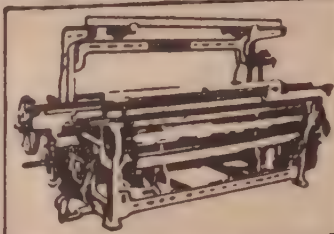
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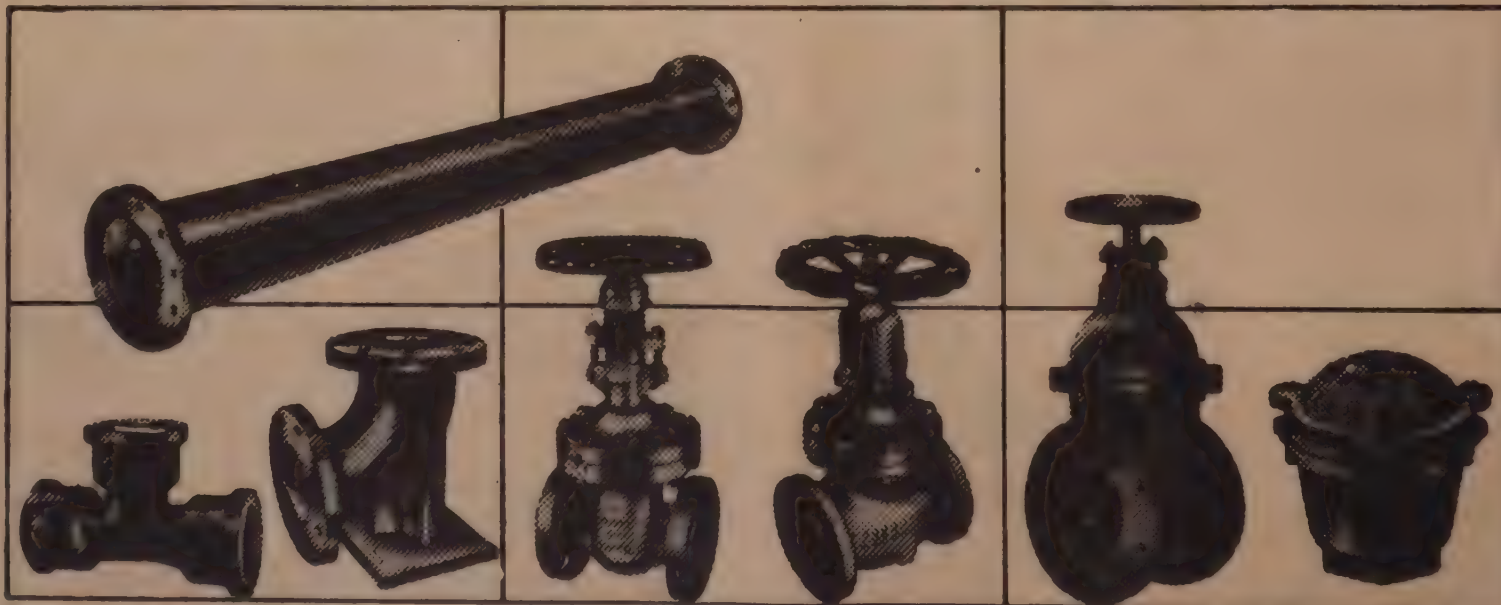
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# MACHINERY AND ENGINEERING PRODUCTS EXPORTS

## A REVIEW

The exports of the Indian Engineering industry are expected to remain at nearly the same level of last year's according to provisional figures, says a spokesman of the Engineering Export Promotional Council, Bombay. Provisional figures for the current year ended March 1985 are not yet available but are tabulated upto February and total Rs. 935 crores over this 11 month period. Over the previous 12 month period i.e. from April 1984 to March 1985 total exports of the engineering industry, reached only Rs. 1,020 crores which if taken at the average of Rs. 85 crores per month amounts to Rs. 935 crores for the 11 month period.

However according to official estimates March was a period of hectic activity and perhaps the total export can be expected to inch its way beyond the figure recorded in 1985, but will certainly remain far below the target of Rs. 1750 crores fixed for the industry by the Planning Commission and by the EEPC. Consequently the situation is far more serious than either the council or the industry can admit. Most exporters say they face a very discouraging scenario.

Still the council remains optimistic and has according to its pundits set the grandiose target of Rs. 5,000 crores for 1990-91, the terminal year of the Seventh Five Year Plan when five years before this target date the industry is struggling to achieve even 25% of this figure.

One short-coming which exporters are quick to point

is the lack of a proper feedback from the EEPC's foreign offices, which absorb 50% of its annual budget. Exporters have complained that they do not get the proper data about opportunities in various markets and the cumbersome system is not flexible enough to enable exporters to compete with their foreign counterparts who are assisted by their respective governments in a much more positive manner and with the speed of the electronic age.

Take the case of industrial fasteners which found a ready acceptance in the US market until the US government slapped on counter-vailing duties of 18.5% which cut the Indian exporters' margins to the bone. When the problems of Indian exporters were conveyed to the US Government these were reduced but the long time lag forced exporters either to divert resources into other industries or cut back on exports.

Later those exporters who had hung on in the US market had to face a new threat when China entered the US market in a big way and the Indian exporters could not match the discounts offered by the Chinese. So the Indian share of the US market shrank drastically.

Exporters feel that the Indian Government and also the EEPC do not follow "progressive and proper" policies which would encourage exports. In case of war or strained international relations or if countries revert to protectionism then the Union Government must come to the rescue of Indian

exporters either by providing physical protection or cash incentives to overcome the cost differentials. Other alternatives are the waiving of interest payments and rescheduling of loans.

These measures are required in the event of a slump in the international markets but one observer points out that Indian industry is not organised to compete in the export markets. The large Indian manufacturers have developed their products to meet the needs of the sheltered Indian market and are unable to compete in the international markets since the volume of production is still not that of an international scale and hence the factor of large volumes is not available to Indian manufacturers.

Another problem that is going to hit the export efforts of Indian exporters is the 15% rise in freight rates by two US shipping companies:

the US Lines and American President Lines with effect from 17th May 1986. Mr. S. R. Kedia, regional Chairman of the EEPC eastern region has pointed out that this seriously jeopardise exports of engineering goods from the eastern region to the US and perhaps price them out of the US market. And this is happening at a time when the US is the largest market for Indian engineering goods.

The exports of engineering goods have already declined due to high duty rates and severe competition from Latin American and South-East Asian countries. The EEPC, according to Mr. Kedia has been making an all out effort the EEPC has succeeded in getting them removed from the list of goods requiring countervailing duties.

Meanwhile, Indian shipping lines have reduced their

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eight charges for engineering goods shipped from India. This is a favourable move on the part of Indian shippers and indeed will help to boost the exports of engineering goods says Mr. Kedia.

India is poised to register a substantial increase in its engineering exports to Hungary during the current year.

According to a preliminary assessment of the market made by the regional manager of the Engineering Export Promotion Council, recently. Already during the first four months of the year Indian Companies had booked orders worth \$1.1 million in Hungary.

Serious enquiries for Indian engineering products of an estimated \$5 to 6 million dollars are now under various stages of bidding.

While the current gloomy scenario on the export front for engineering goods gives for concern the industry has shown remarkable growth. The industry is producing a vast array of engineering items right from pins and pens and tools to ocean going vessels, aeroplanes, locomotives, railway coaches, automobiles, industrial machinery, sophisticated machine tools, computers and electronic items.

There are some statistics which tell of this development. The number of factories producing engineering goods increased by nearly 14 times from 2,126 in 1961 to 28,832 in 1981 i.e. within 20 years. The capital employed has also risen by nearly 12 times from Rs. 946 crores to in 1961 Rs. 12,746 crores in 1981. There is another telling statistic viz. the contribution the country's national income grew by 1,359% from Rs. 301 crores in 1961 to Rs. 4,390 crores and the share in the contribution of all industries from 30.5% in 1961 to 36.8% in 1981.

Employment in the industry has further increased from 0.8 million in 1961 to 2.2 million showing a rise of 175%. No doubt this is a

very good effort. But the engineering industry is perhaps the industry which normally provides the equipment for all other industries and if its turnover is just around Rs. 4,000 crores then it will mean that the major industries will be forced to import their equipment from abroad and thus put further pressure upon the balance of payments of the country.

The engineering industry is of crucial importance to the Indian industry. From a share of 23.8% of the total number of factories in the industrial sector in 1961, 25.7% of employment, 27.9% of value of output, 30.5% of value added the shares of this industry increased to 29.9%, 27.9% and 36.8% in 1981. However the share in terms of productive capital employed in the industry there was a fall from 39.8% in 1961 to 29.4% in 1981. This indicated that investment in other industries was more attractive. This is perhaps because the public sector Hindustan Machine Tools Ltd. (now changed to HMT Ltd.) began to expand opera-

tions and the procedure instituted was that all applications for import of machine tools had to be referred to HMT. Also the formation of the Heavy Engineering Corporation at Ranchi helped to push the private sector from this area.

In the period 1961-1981 the output of engineering goods in other sectors rose by 1,850% showing an average increase per year of 92.5% which was higher than the average, recorded during the Third Plan period (1961-66), of 58.9%. This shows that the development in the engineering industry was much faster during the Fourth Plan and later. In the engineering sector the major growth was accounted by agricultural tractors, aluminium, ball and roller bearings, machine tools, motor cycles & scooters and power transformers, showed more than 1,000% increase in production in the 20 year period ending 1981.

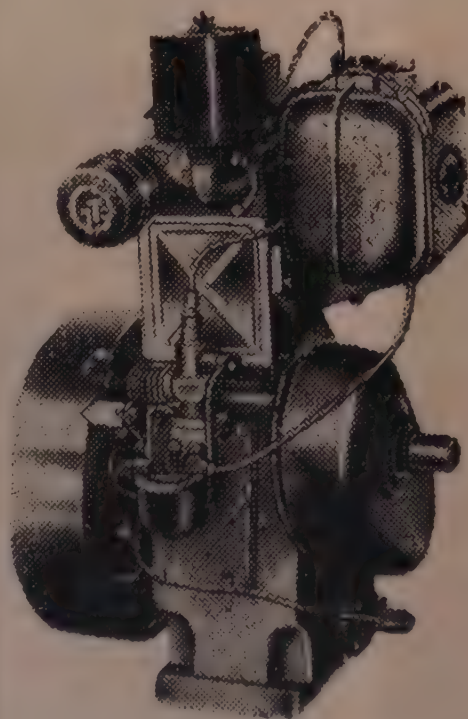
The engineering industry appears to have become a major foreign exchange earner in 1983-84 with exports

of Rs. 1,170 crores. This is a phenomenal increase compared to its small exports of Rs. 8 crores in 1961. The principal items of export are complete vehicles, machine tools, transmission line towers, sanitary castings, auto parts, bicycles and parts, small cutting tools, diesel engines, parts, storage batteries and electronics.

The exports of the industry have also had a boost when engineering and construction companies in India who had developed sufficient expertise to undertake turn-key contracts turned to the industry to supply the equipment required for fulfilment of their contracts. Some of these companies are as Engineers India Ltd., Engineering Projects India Ltd., RILES formerly known as Rail India Technical Services & Economic Services, Telecommunications Consultants, Project & Equipment in the public sector and others in the private sector such as Tata, Birla, Kinokars, and L&T (Larsen & Toubro).

Other indicators of the industry are not very gratifying. One such index is the ratio of profitability. In 1982-83 the figure was only marginally higher at 11.9% as compared to 10.7% in 1960-61. Another factor is the gross return rate and this fell 10% in 1982-83 as against 10.5% in 1960-61. The overall figure which showed a rise which is worth noting that of the ratio of profit after tax to net worth which rose to 18.8% as against 12.4% at the beginning. Sector-wise transport equipment showed rising profitability while those in foundries and workshops continued to remain static.

But these figures show a declining trend after 1982-83. For the 11 months 1985 the year the exports of capital goods from India were just Rs. 337 crores just Rs. 337 crores higher than the corresponding period in 1984. In the second sector —



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mary steel, pig iron and base items — as per the EEPC classification of exports of engineering goods, the total for 11 months in 1985-86 just came to Rs. 146 crores just Rs. 2.5 crores higher than the average total for the 11 months in 1984-85. In the other two sections — non-ferrous products and consumer durables — the average total for 11 months in 1984-85 is higher than in 1985-86 these figures being Rs. 22 crores and Rs. 21 crores and Rs. 439.50 crores and Rs. 431 crores respectively. A further break-up of these figures can become available after the annual general meeting of the EEPC to be held towards the end of this year.

Despite this dismal performance the working committee of EEPC has decided to fix the same target for ex-

port of engineering goods as in 1985-86 i.e. Rs. 1,750 crores. This figure seems to be the target proposed by the Chairman of the EEPC, Mr. R. P. Jhalani who expects this figure to be achieved if the Government steps in to actively assist the industry in the industry's exports efforts.

What he means by this is that government should expedite the implementation of its policies and also improve the infrastructure. Knowing the letargy of the bureaucrats in the corridors of power in New Delhi this is perhaps expecting too much. But one suggestion which could make the difference in the export drive is in the price of steel. Cheap steel readily available at Nippon Steel in Japan has been the cornerstone of the Japanese strategy in winning world markets. The South Koreans have taken a leaf out of

their book and established a larger and more efficient steel plant at Penang and are able to offer steel at two-thirds the Japanese price. Whereas in India steel is priced at three times the Japanese prices and hence when the basic raw material of the Indian engineering industry is very costly, their products are bound to be more costly than those of Taiwan, South Korea and Japan, competitors in this field.

The second problem is the price of oil—their prices were raised before the budget and while the international price of oil is falling that in India is increasing thus raising the price of transportation and hence freight. It would be much easier to keep the price of oil and its products lower and enable the industry to use power at a lower rate rather than giving excessive

concessions at the export stage, which are realised long after the export is effected. When oil is available cheaply abroad it is a mistaken policy to raise prices with a view to intensifying the exploration programme for oil. The shock of such price rises are leading to a cost push throughout the economy and thus defeating the effort of the Indian engineering industry to make its products competitive in world markets.

The necessity now is for the government to release the engineering industry from the shackles of too much government control as well as the high prices of its inputs. If this is done then the competitiveness and efficiency of Indian industry is assured and the growth of industry as a whole will help to bring an end to falling exports.



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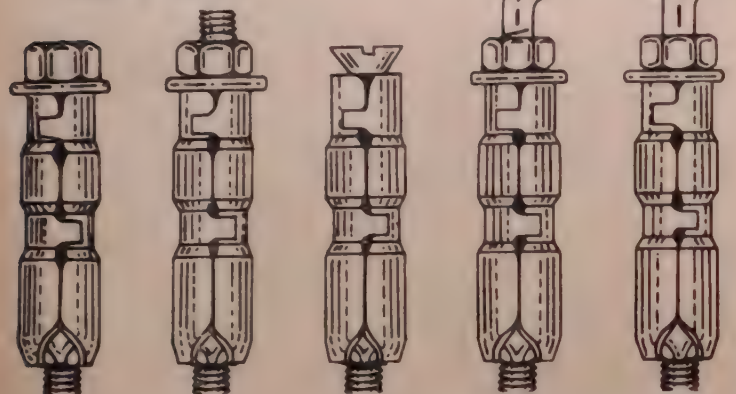
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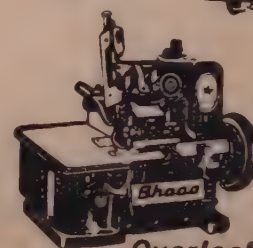
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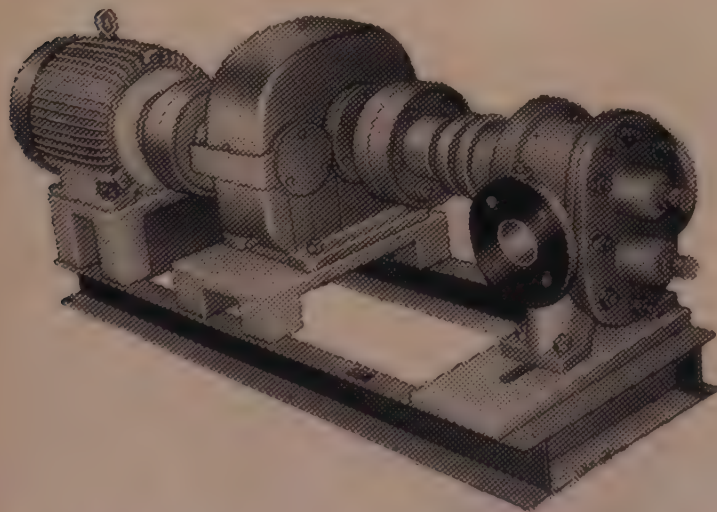
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INDIA.



# MAJOR REFORMS NECESSARY TO BOOST ENGINEERING EXPORTS

P.I. Jose — Export Manager,  
Crescent Valves Mfg. Co. Pvt. Ltd.

The role of export plays a significant role in the economic development of any country in the world. While every nation is striving hard to increase their exports, India's share in the world exports is declining every year. It was 0.64% in the year 1970; has dropped to 0.47% in 1983 and is declining further. As the growth rate in export trade did not make a major difference comparing to imports, there is no improvement in India's balance of trade. From a surplus Rs. 68 crores in 1976-77 it has shown a poor performance with a deficit of Rs. 4873 crores in 1984-85. The following table shows the yearly export/import figures and the balance of trade:

Year	Exports (Rs. in crores)	Imports	Balance of trade
1981-81	6711	12549	— 5838
1981-82	7806	13608	— 5802
1982-83	8834	14360	— 5526
1983-84	9396	15347	— 5951
1984-85	11127	16000	— 4873 (target)

Engineering exports from India also have received a set back during last year (85-86) as the total engineering exports from India is not expected to even match the previous year's mark. Taking into consideration the inflation and price increase it can be said that the export has deteriorated and there has not been any quantitative increase at all. The table shows export figures in this sector for the last eight years:

The average growth rate has been 20% for the past one decade. But India's share in world engineering

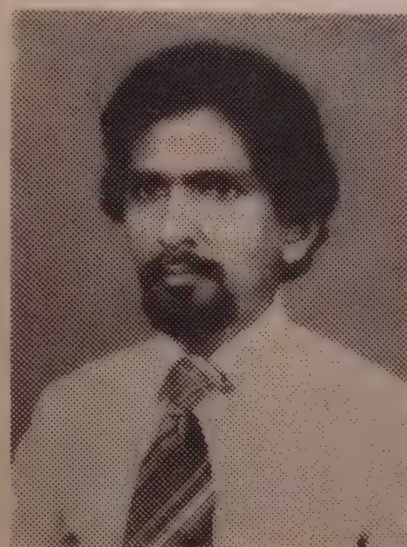
exports accounts for barely 0.2% and has not registered any growth since 1978. The share of export to total engineering goods production is also negligible. To quote an example, the production of engineering goods in the country during 1980-81 was to the tune of Rs. 20,102 crores and exports of Rs. 900 crores, thus accounting for only 4.5%. The stagnant world trade has also attributed to the downward trend of our engineering exports.

If the Government and industry do not view this situation very seriously, the reputation our country has built up over the recent years as a leading exporter of engineering goods and projects

will be overshadowed by the competitors. Let us not forget, they have various advantages over Indian exporters in terms of price competitiveness, advanced technology and full Government support.

Year	Total Engg. exports (Rs. Crores)
1978-79	716.7
1979-80	737
1980-81	900
1981-82	971
1982-83	1160
1983-84	1070
1984-85	1250

An Indian engineering exporter is unable to keep his offer valid for a minimum required period of time due to uncertainties about raw material prices, electricity, transportation, labour costs,



P. I. Jose

etc. An average small scale exporter finds it very difficult to go through the procedural bottlenecks to cover all his contracts, (many of them too small to be economically viable) under price protection scheme, forward contract for exchange fluctuation, registration of contracts for incentives, and various other schemes. With the budgets and amendments throughout the year, there is no control on the price structure for all practical purposes.

A high growth rate in export is necessary to enable us to pay for essential imports, reduce external borrowings and thus strengthen the economy. Today's situation in the export front demands a thorough study of the various aspects which directly or indirectly contributes to the development of foreign trade. The government and indus-

try must join hands in this herculean task and come out with a multi-pronged export promotional strategy which include improved international marketing, pricing, improvement in productivity, technological upgradation, procedural reforms and so on and so forth.

The overall recession in world markets and end of construction boom in middle east countries, exporters in the engineering sector are by and large losing their interest in operating in the international markets mainly due to the protection they experience in home markets. They find the marketing and other operational costs very low, can sell the products more profitably because of the high demand and lesser competition. In such a situation it has become necessary for the central government to offer more attractive terms to restore confidence in them. Let us analyse the role to be played by the government of India towards this direction:

A) As a first step it is necessary to streamline the working of Export Promotion Councils, Commodity Boards, Reserve Bank, Customs, Jt. CCIE, Embassies and Trade Representations, etc.

— Foreign offices of export promotion councils and trade missions must provide timely information about tenders, new projects, enquiries, etc. In most of the cases published information is received after the closing date of tender.



- Overseas branches of councils must be empowered to make payment and purchase tender documents on behalf of exporters.
  - It is felt that the market information and list of prospective buyers provided by the foreign offices of trade missions are not updated.
  - Most of the market survey reports published by EEPC pertain to a single product for the particular market. An exporter for a different product group has to wait for years for his turn. It would be advantageous for the entire exporting community if the market surveys pertain to a number of product groups which have demand in a specific market.
  - The market information is always provided in a routine manner. The information must be collected with a seller's point of view and must include latest developments and buying habits.
  - Trade Missions must help exporters to form international marketing strategy, market segmentation and market penetration tactics.
- B) Procedural Reforms :**
- Licencing procedures must be further simplified. There is unwanted delay in receiving advance licences against confirmed order which one cannot afford. Sometimes it takes more than 90 days.
  - There has also been considerable delays in redemption of Bond against AU Licences — due to dispute between customs & Jt. CCIE with regard to entries made in DEEC book.
  - Each department/authority must publish a single booklet which will consist of entire export/import procedures it

deals with so that a new entrant or a small scale exporter would find it easy for his reference.

- There are number of regulations under FERA which adversely affect the growth of exports. For instance it does not even allow an exporter to provide pocket money — expenses in India to a visiting overseas buyer or pay his hotel charges (whatever meagre the amount may be) without prior approval of Reserve Bank. This must be amended suitably to enable exporters to extend necessary services to their visiting customers. It will not be feasible to obtain RBI permission every time for small amounts. There are instances when the businessmen are penalised for giving a small sum as pocket money to their customers from abroad.
  - There has been inordinate delay in stuffing and destuffing of containers in the docks, and the whole operation of handling cargo has become expensive. This results in export becoming uncompetitive.
- C) Incentives to boost exports :**
- Engineering exporters must be allowed more income-tax concessions under section 80 HHC since they are operating in the most competitive environment. The entire net profit should be exempted from income-tax.
  - Problems faced by 100% export oriented units must be given careful study and provide more attractive package of facilities and incentives. At present many 100% EOUs are on the verge of closure and new entrants are discouraged.
  - Government has to introduce a new scheme for SSI exporters to pro-

vide them assistance for international marketing. More than 30% of all India export comes from SSI sector and this could be enhanced if special assistance in market development is extended to exporters from small scale industries.

The minimum requirement of Rs. 50 lacs export turnover for recognition as export house of a SSI unit should be reduced to Rs. 25 lacs if the Government wants to give a thrust to exports from SSI sector. Increasing this minimum requirement does not make any logic at a time when the foreign trade is deteriorating.

Freight rates should be given due consideration as this important element in export costing has to be brought at the same level with that of Japan, Korea, Taiwan, etc. who are our competitors.

Storage facilities may be improved at the docks to store export cargo under shelter especially

during monsoon.

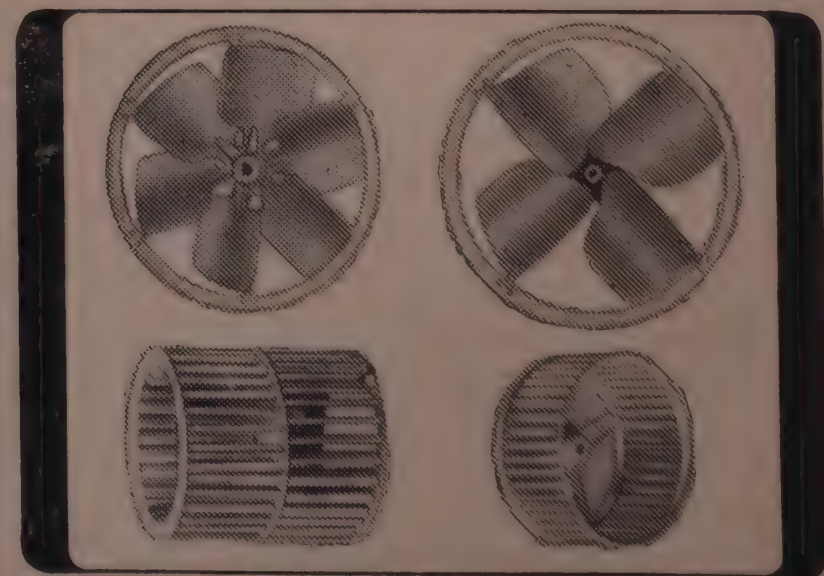
- Blanket exchange permits must include PTA facility for inviting foreign clients to visit India for improving trade relations, training at exporters's factory, etc.

India is on the threshold of being a major supplier of engineering items barring certain select high technology areas. A little more effort and team work from the government and industry will go a long way in finding a solution to this crucial issue of increasing the volume of export. Certain measures adopted by government of India recently towards this direction have given a great relief to the exporters. It has been decided to place all categories of steel under International price reimbursement scheme (IPRS). This will definitely boost the export of all steel based items which earlier were not competitive. As regards Duty Drawback, eliminating the option of brand rates and operating the scheme solely on industry-wise rates is a welcome feature of the long term fiscal policy.

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# PUMP MANUFACTURING INDUSTRY

The Indian Pump industry which began with 3 companies in 1920 has expanded to 450 manufacturers manufacturing a sophisticated range. From a few 100 pumps India today manufactures 7,00,000 pumps of various types comparable with the best in the world.

During the seventies the industry registered a growth of 35% which is unparalleled anywhere in the world. The investment in this industry has climbed to Rs. 300 crores and employment to 20,000. Pump can be subdivided into two broad categories: Centrifugal Pump and Posture Placement. The latter are two types: horizontal and centrifugal.

Under positive displacement pumps, there are reciprocating, metering and dosing pumps having maximum discharge up to (58 LPS) and heads up to 4200 metres and we have rotary pumps having maximum discharge up to (97 LPS) and heads up to 200 metres. The rotary pumps include, gear type, screw type, lobe type, flexible impeller type and semi-rotary hand pumps. It must be remembered that all these pumps are available in a variety of materials of construction depending on the characteristics of the liquid handled. The list of these materials includes cast iron, cast steel, all forms of stainless steel, alloy 20, hastelloy, ni-resist and ni-hard, bronze and phosphor bronze, monel, aluminium and many others. Further, they can also be offered with a variety of linings which include lead, rubber, glass, enamel, FRP, TFE and PVC.

The pumps can be offered with diesel engines or electric motors as prime movers. The electrical motors can be closely coupled or close cou-

pled to form monobloc pumps.

Today, the Indian pump industry is proud of having a pump for almost any conceivable application, in agriculture, civil construction, chemicals, cement, drainage, fertilizers, mines, petrochemical, paper, sugar, thermal, sewage, refineries.

Some of the special achievements of the Pump Industry have been in the following fields.

## Agriculture and Irrigation

Of the various inputs needed to achieve a continuous growth, water in adequate quantity is undoubtedly the most important. The pumps have been put to use not only for simple farming and lift irrigation schemes but for a variety of large irrigation projects. Some of them have been quite unique. One such application is that of barge mounted pump to lift water off the river Ganges in a northern state of India. Here the pump required is of low head and high discharge. A

horizontally pilt case pump has been used.

## Water Supply and Sewage Disposal

It goes without saying that to satisfy the thirst of over 640 million population, the requirements of the pumps will have to be very large. And more so for metropolitan towns like Bombay with a population of 8 million. One impressive pumping job executed by Indian pump manufacturers, is the integrated Bhatsai Scheme for Bombay metropolis.

As regards sewage disposal, the government has plans that in all towns where population is more than a million sewage disposal will be by pumping. Again, for metropolitan towns, large sewage disposal schemes are under execution. One such is at Madras having a population of 3 million. The scheme will be using a battery of large horizontal/vertical dry pit as well as submersible sewage pumps, all made in India.

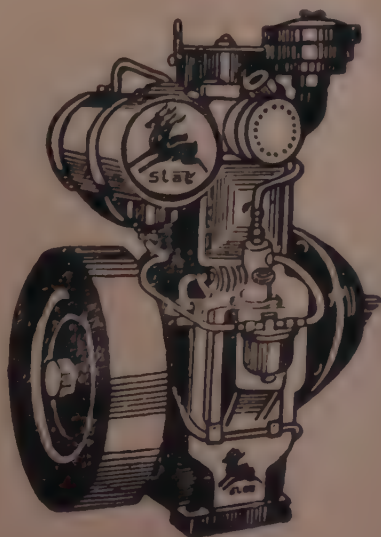
## Power

Different types of pumps required for thermal and nuclear power plants have been developed. For the first time the Indian Pump Industry developed and supplied pumps for Nuclear Power Stations in India.

Indian Pumps Industry has also been meeting the demands for special duty pumps required for dry docks. India has manufactured and supplied pumps up to the size of 1500 MM Vertical Self Water Lubricated axial flow extractable type single stage Propeller Pumps for a discharge of (6,000 LPS) against a total head of 9 metres. The above pump is coupled to a 750 KW, 370 RPM, A. C. electric motor at the Hindustan Shipyard Ltd., Visakhapatnam.

India makes Dredger Pumps for a variety of dredger applications. These pumps are specially designed to handle mixture of water and solids like pebbles, coarse gravel, clinker, boulder ash, rock chips and silt.

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There is one sector which has shown tremendous growth over the years all over the world. This comprises of chemicals and process industries. This covers such diverse industries as :

Acids and Alkalies : Cement, Fertilizers, Petrochemicals, Paper; Refinery and many others.

In India, the majority of these projects are handled by foreign consultants. The trend over the years had been to recommend different types of foreign made process pumps. However, Indian pump manufacturers have made a break-through particularly in the last 15 years. A large requirement of these process pumps to handle hot liquid at high pressure is being met indigenously. These pumps are today manufactured to international specifications.

Another example that can be quoted is the development of special centrifugal pumps for the chemical industry, to handle mercury at 100 deg. C., molten naphthalene, ossein and crushed bones for hydrochloric acid slurry, molten sulphur, etc.

#### Exports

Having crossed the stage of imports substitution in most of the areas barring some select high technology fields,

the Indian Pump Industry is in a position to meet the growing export share of world pump market. Today India is on the threshold of being a major supplier of different types of pumps to world markets. The Indian Pump Industry can be considered a potential and prospective supplier because .

a) It has the necessary capacity and capability.

b) With its low labour and overhead charges, the product can be made available at competitive prices,

c) In the last fifteen years, it has already been catering to a number of countries including developed countries like UK and USA.

The export of pumps in the organised sector for the last few years has been as follows:

1979-80	Rs. 7.71 crores
1980-81	Rs. 10 crores
1981-82	Rs. 20 crores
1982-83	Rs. 15 crores
1983-84	Rs. 17 crores
1984-85	Rs. 18 crores
1985-86	Rs. 20 crores

(targeted)

As can be seen, with the thrust given in the late seventies and early eighties, the export of pumps indicated a bright future but the mid eighties has caused concern with the stagnand in exports. IPMA still believes that there is tremendous scope for ex-

port of pumps and despite the growth being unsatisfactory, there is a bright future provided there is a concerted approach by industry, the government and various other agencies concerned to mount a strategy for pump exports. The potential can be gauged from the fact that despite all the advantages and infrastructure, India enjoys only a paltry 0.35% of the share of the world export market for pumps.

#### Cash Compensatory Support:

The current level of cash compensatory support of 12.12% has proved to be insufficient to compete in the world market. This needs to be brought up atleast to the previous level of 15%. In addition, the supply of spares for pumps which do not attract the CCS should be brought under this scheme.

Though, a number of measures have been undertaken to give financial packages to boost export, greater efforts are called for to achieve the desired results. Interest rates of commercial banks for pre-shipment and post-shipment to be reduced to maximum 10%. Period of subsidised rate for export to be increased to a minimum of 1 year to meet delivery periods.

Packing Credit facility

needs to be extended to 12 months instead of 6 months as at present to take care of project orders. Present regulations regarding payment of commissions to middle-man, agents in third countries is not adequate.

In today's boom of technical collaborations for various industries complete plants are imported including pumps which are definitely hampering indigenous chances of deemed exports.

There is an urgent need for a consortium approach specially for project orders where pump manufacturers freely support each other. Indian consultancy units should establish a greater foothold in foreign countries. Unless this happens, it is difficult to get project orders in the open market. Export incentives should take into account indirect cost on account of local taxes, octroi, electricity charges etc.

#### Strategy for boosting exports

The projections made and targets set are quite optimistic and challenging.

1986-87	: Rs. 25 crores
1987-88	: Rs. 30 crores
1988-89	: Rs. 35 crores
1989-90	: Rs. 43 crores

The following pumps have been identified having considerable potential for exports

Process pumps, Large vertical pumps, Solids handling pumps, Small irrigation pumps for water supply, Deep well turbine pumps, Submersible water pumps and submersible sewage pumps, Small plastic pumps for domestic water supply, Fire fighting packages for oil exploration.

Thrust countries for exports have been identified as the following :

China, Bangladesh, Malaysia, Indonesia, USA, Egypt, Iran and Iraq.

Major competition is expected from the following countries :

Romania, Czechoslovakia and East Germany for mechanical parts of pumpsets, Japan, Italy and Korea for electrical parts of pumpsets.

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Japan and Korea for project exports.

### Future growth of pump industry

In the course of the last year, the Association continued to play an ever increasing role in various directions both nationally and internationally. We were able to establish fruitful dialogue with the pump manufacturing industry in China and the existing links with important pump manufacturers. Associations in other developed countries continued on an active note. IPMA also placed emphasis on the new and emerging technologies relating to pump industry. Development of Solar Pumps was given an area of special importance.

Similarly, the Association made efforts in identifying technology gaps to meet the challenges of the future. The Indian Pump Industry is seized of the changed environment with emphasis on self-reliance coupled with matching international quality and competitiveness and preparing itself to meet the challenge facing it. While the industry is not looking for any protection, it certainly needs a fair chance to be given to fight on equal terms. India today is the second largest market being still in the development stage, which fact coupled with the wide recession in the developed world, has led to suppliers from these countries showing a tendency to undercut with entry prices. The temptation for the users in the country is far too much, especially under the liberalised conditions. To take the easier way out in direct imports by evaluating the immediate benefits in terms of less capital outflow, we would like to make a few recommendations for consideration and urgent implementation to prop up the Indian Pump Industry: a) Pump industry should be included in the areas selected for rapid modernisation and in order to lower the investment costs, the required capital goods should be placed under OGL with zero or

nominal tariff. b) The substantial hidden imports under projects and package deals should be discouraged. This can be achieved only through a two pronged attack: i) DGTD with the involvement of Indian consultants should identify the types of pumps

that are available indigenous-ly so that these can be recommended for local procurement or as free issue items. ii) Offer assistance to indigenous bidders to make their offers more attractive.

In order to offset the high input costs, the (Internation-

al Price Reimbursement Scheme) should be made available in simple form to offset the high costs of all important inputs.

Deemed export facility should be extended to domestic projects where foreign competition is involved.

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Dynamic A



# TEXTILE MACHINERY KEEPING PACE WITH WORLD TRENDS

The manufacture of textiles machinery though begun on a small scale in the period 1920-1930 began full scale operations only twenty years later during the ten years ending 1950. In the following 36 the development of the industry has widened to produce different types of highly sophisticated textile machinery in keeping pace with world wide trends.

The textile machinery ancillary sector has also kept pace with its user industry by manufacturing essential and complex components required.

From a small beginning the number of companies manufacturing machinery has proliferated to 100 and the ancillary sector has four times this number. Both sectors have currently a licensed capacity of Rs. 1,000 crores against which a capacity of Rs. 600 crores has been installed.

A table given below indicates production in the industry over the previous five years. Only during 1982-83 was a drop in production. While the textile machinery manufacturing industry will be in a position to meet the projected demand, the health of the textile industry itself will be the overriding factor that will determine the growth of the textile machinery industry in this country.

In recent years the industry has taken steps to modernise its manufacturing facilities and adopt the advanced technologies. India is now making blowroom machines of latest design suitable for all types of fibres equipped with micro dust extracting machinery for rotor spinning, two stage self cleaning dust filters, automatic lap doffing and chite feed systems for cards. High production cards complete with dust extraction arrangement auto-levellers and having an output upto 35 kg. an hour are produced.

Tandem cards having an output of 35 kg. an hour are also produced in the country. These are suitable for cottons, synthetics, blends and are supplied with or without auto-levellers. The high speed draw frames produced in India can work upto 500 metres per minute with a high degree of efficiency both with or without autolevellers. High speed combers manufactured in India along with their preparatory.

Indian speed frames with or without suspended flyer system are suitable for processing all fibres from 15 m. to 110 metres with a spindle speed upto 1500 r.p.m. Excellent quality of ring frames are produced by the Indian textile machinery industry and around 3000 ring frames

leaves the assembly lines annually. The spindle speeds of the ring frames can go upto 20,000 r.p.m. mechanically. These possess latest technological and mechanical features and are comparable with the best in the world. Ring frames of longer width are also now produced in India.

India is now producing openned spinning machines with a minimum of 190 rotors. Practical minimum working speed for 16s count is 70,000 r.p.m. India can offer ring doublers of 400 spindles per machine with spindle speed upto 12,000 r.p.m. Alternatively, two-for-one twisters are also produced in the country with 168 spindles and having a speed of 15,000 corresponding to twist insertion of 30,000 per min.

India manufactures all types of pirn winders, semi-automatic with speeds upto 6000 r.p.m. and automatic pirn winders with 12,000 r.p.m. High speed cone winders and automatic cone winders with 120 drums and 60 heads per unit with a minimum winding speed of 700 metres per min. and 1000 mtrs. per min. respectively are produced in the country. Automatic cone winders are equipped with individual speed knottling head, automatic doffing and darning attachments, electronic yarn clearers etc. High speed sectional and beam warping machines with speeds upto 1000 r.p.m. suitable for span as well as all filaments equipped with efficient stop motion at the creel and head stock, hydraulic operated stop motions are produced in the country.

Multicvinder sizing machines are also produced by India. India produces a wide variety of looms — plain

powerlooms equipped with drop box for silk and synthetics; automatic single shuttle looms changing fast reels looms running at speeds upto 250 ppm equipped with positive cam drive and positive cam dobbies, rapier type shuttleless looms operating at 245 ppm. capable of weaving mixing upto 6 colours and provided with dobby. India is also producing airjet looms. All these looms are sturdy and versatile to produce light to heavy weight fabrics.

On the processing side all types of dry and wet processing machines are produced in the country. These are capable for large continuous run or batch processing of small lots. Rapid jet dyeing machines with low liquor ratio and dyeing cycles of 60 mins high pressure high temperature package dyeing machines, automatic and semi-automatic roller, plat bed and rotary printing machines upto 16 colours facility and high repeat accuracy are produced in the country.

Stentering machines incorporating special features of low energy consumption of 1.5 kg. of steam per kg. of water evaporated and high production speeds upto 150 mtrs. per min. are manufactured in the country. Decatising machines, shearing, cropping and singeing machines as well as calender decatising machines and shrinkage ranges are produced in India.

Besides, variety types of laboratory and quality control equipment for measuring strength, twist, fibre fineness, fibre length etc. and complete range of yarn evenness testing equipments are produced in the country. Electronic process control instruments for control of tempera

TABLE

(Rs. in Million)

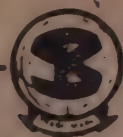
Year	Complete Textile Machinery	Spares & Accessories	Total
1980-81	2213	813	3026
1981-82	2653	813	3466
1982-83	2389	904	3293
1983-84	2679	920	3599
1984-85 (Prov.)	2628	762	3390



several groups of individual machinery manufacturers who can undertake such jobs by themselves or in consortium with one another.

To sum up, with their technological know-how and export experience over the last few years, the Indian machinery makers have gained immense confidence and are poised to make a bid for larger World Bank aided global projects.

All Types of Engineering goods, Bicycles and Their Parts, Building Materials, Aldrops, Padbolts, Tower Bolts, Hinges, Locks, Padlocks, Wirenails, Roofing Nails, Cutlery, Knives, Swords, Electrical Appliances, Electrical Parts, Tubelight, Chokes, Stainless Steel Utensils Aluminium Utensils Hospital Equipments, Surgical Instruments, Umbrellas, Razors, Razor Blades, Tin Sprayers, Stationeries, Pens, Ballpens



Tel.: 321878, 322786

# THAKKAR WAREHOUSING AGENCY

KANT ADVT



## INTRODUCING



**DAHANUKAR'S two patented inventions for petrol driven automobiles.**

### PETROL SAVER

A unique electronic device to save petrol consumption upto 12% by multiple spark generation.

### AUTOALARM

A private detective to prevent car thefts



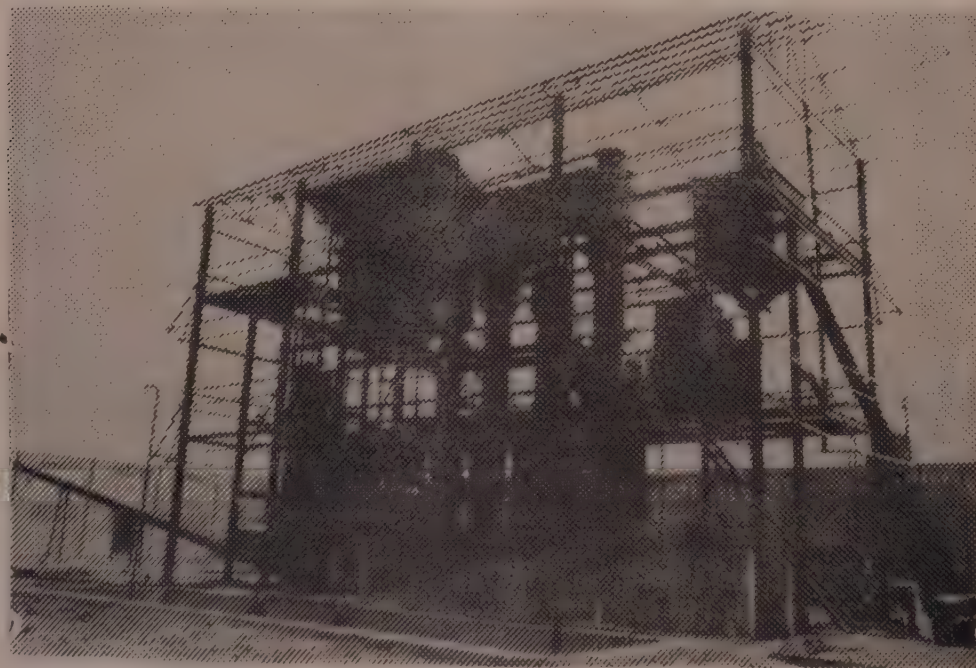
Contact:

**SANTHI ENTERPRISES**

UCO Bank Building, 1st Floor, 359, Dr. D.N. Road,  
BOMBAY-400 001 (India) Phone: 296306 Cable: PUSSYCAT

## SOLVENT EXTRACTION PLANT

**VANASPATI, REFINERY, CATTLEFEED, OIL MILL &  
SOYABEAN MACHINERY, HYDROGENATION PLANTS.**



**General Structural**

**Fabrication & Assembly**

**Elevators & Chain Bucket**

**Screw Conveyors**

**Vibrating Screens**

**Storage Tanks**

**Agitator Shafts & Glands**

**Pelleting Machines**

**Heat Exchangers**

**Mechanical Seals**

**Rotary Valves**

**Mixers & Blenders**

**Floor Grating**



Contact :

**R. I. TECHNO WORKS**

1/4-A, Keshawji Nagar, Bhattipada Road, Bhandup West, Bombay-400 078, India.  
Gram: 'RITPELLETS' Phone: 5610685/5614533

**Factory:** W-55 MIDC, Taloja, Dist. Raigadh, Maharashtra (India). Tel.: 289.



# COMPANY NEWS

## CALAMA GROUP COMPANIES

Calama Industries Pvt. Ltd. was established in May, 1962 and till 1983 end the Group has manufactured and marketed more than 36,000 pumps in India and abroad.

Product under current manufacture is the Submersible Pumps suitable for 4" to 22" borewells, Sump Pumps, Polder Pumps and Chemical Process Pumps.

The group has plants located at 7, Gaiwadi Industrial Estate, S. V. Road, Goregaon (West), Bombay 400 062; 173 GIDC Estate, Naroda, Ahmedabad 382 330., C/2, Co-Operative Industrial Estate, Hyderabad 500 037.

Their R & D Centre is also located at the Naroda Plant in Ahmedabad.

Their Marketing Offices and Service Stations are located at:

**West Zone:** 7, Gaiwadi Industrial Estate, S. V. Road, Goregaon (West), Bombay-400 062. Plot 173, GIDC Estate, Naroda, Ahmedabad 382 330. Service Agents at Bhopal — Bhuj — Jodhpur.

**East Zone:** 10A, Mominpur Road, Calcutta 700 023. Service Agents at Dhanbad.

**South Zone:** 20/53 Kengal Hanumanthayya Road, Bangalore 560 027. Service Agents at: Hyderabad-Coimbatore.

**North Zone:** Service Agents at: Delhi-Kanpur.

They have over 100 Dealers appointed all over India and also in The Sultanate of Oman.

**Installed & optimum capacity:** At Bombay: 1880 & 2500 nos. per annum. At Naroda: Calama Pumps: 3000 & 3600 nos. per annum. Calama Pumps: 3000 & 3600 nos. per annum. Calama Industries: 1880 & 4000 motors per annum. At Hyderabad 1800 & 1800 nos. per annum.

**The Annual Turnover:** Rs. 10 million. Calama's products are exported to Iran-Yemen-Indonesia-Sultanate of Oman-Nigeria-Ethiopia-Bangladesh (Plans to expand to cover other Middle East & Far East countries are afoot).

The Executive heads are Mr. Ramesh C. Patel (Chairman), Mr. Bhailal B. Patel (Exec. Director), Mr. Chandrakant C. Amin (General Manager). The Management is by a Board of Directors.

## CHOKSONS PRIVATE LIMITED

Since 1974, Messrs. Choksons Private Limited are engaged in manufacturing and marketing first grade Switchgears and complete range of Electrical wiring Accessories in 'CPL' Brand. They have a well equipped modern factory with all necessary infrastructural facilities — Sophisticated Plant & Machinery, highly skilled Engineers and Supervisors, fully fledged laboratory and testing equipments as per Indian Standard and British Standard specifications.

The factory is located near the International Airport at Saki Vihar Road, Powai Bombay 400 072.

General Administration and overall management of the company is under the efficient leadership of Mr. Ashok

Choksi — Managing Director — an experienced businessman and financial administrator. Following his graduation from Bombay University, Mr. Choksi joined a Partner with his family Enterprise. Subsequently he started his own Switchgear factory under the style of Messrs. Choksons Private Limited. Mr. Choksi has travelled to Japan, South East Asia, all the Middle East Countries and African Countries for promoting the exports of the company. He has been the Convenor of Electrical Accessories Panel of PLEXCONCIL.

Under the expert technical guidelines of Mr. Niranjan C. Choksi (Director) — a dynamic Electrical Engineer with vast experience — the



Mr. Ajit Choksi, Director, receiving the PLEXCONCIL's Best Exporters Award for 1982-83 from the Hon'ble Finance Minister of Maharashtra Mr. Sushil Kumar Shinde



entire product range of the company has been designed and developed to its present



**Ashok Choksi**

status. He has travelled widely and gained valuable technical knowledge about the latest products and machinery development and incorporated those technology and sophistication in the company's products. Extremely hard working and quality conscious by nature, Mr. Niranjana C. Choksi is responsible for the excellent quality and reputation enjoyed by CPL Products.

Complete range of 'CPL' Electrical Accessories are manufactured under the supervision and technical expertise of Mr. Ajit C. Choksi (Director). Mr. Mukesh C. Choksi (Director) takes care of the company's sales in the State of Maharashtra.

'CPL' Products are popular all over India and in more than a dozen Overseas countries. The Company has a well-knit sales net work in India and abroad under the leadership of its Marketing Manager, Mr. K. Chandrasekharan. Overall Inland sales and exports of 'CPL' Products have been substantially increased during the last 3 years and the present trend shows a bright and promising future.

The unfailing quality and excellent reputation enjoyed by 'CPL' Products is the first choice of its prospective buyers. The company had won many prestigious export performance awards.

## ARROW ENTERPRISES

Arrow Enterprises was established in 1971. They are specialized in installation of Plant & Machinery, Blowers, Conveyors, Pumps, Motors, Panel Boards, Partitions, Exhaust Fans, Instruments etc. etc. Original method of grouting foundation bolt was complicated, inaccurate & time consuming. Hence when they were looking for foundation bolts which can do installation job accurately, speedily and with ease, they could not find it anywhere. Finally they developed the CLINCH ANCHORS (EXPANSION BOLTS) in 1980 which helped in speedy and accurate installation. These bolts also give superior holding power, 360° gripping action and great accuracy during installation job.

## ANAND SEWING MACHINE CO.

The firm was established in 1980 by Mr. Dilip Anand with a capital of Rs. 50,000.

Today they manufacture one of the most sophisticated and versatile Bag Closers. They have supplied such machines to leading companies like The Food Corporation of India, Kesar Sugar Works, Petrofils Co-operative Ltd. among others, and also received praise for their high performance.

The company is managed by professional technocrats and its expected turnover for 86-87 will cross Rs. 30 lacs.

## UNITED TRADING AGENCIES (EXPORTS)

The firm are pioneers in the field of Sewing Machines mainly industrial sewing machines and exporting to technologically advanced countries such as Holland and U.K. They also export to Thailand, China, and the Middle East. They also export Sewing Machine parts. They have thirty years experience in this field.

## SHAH BROTHERS

Shah Brothers are in the manufacture and export of Brass Pressure Stoves, Brass Pressure Lanterns, Blow Lamps, Burners, all parts and components, Gas Mantles of various types, C. P. Pneumatic Hand Sprayers, and various Engineering Goods.

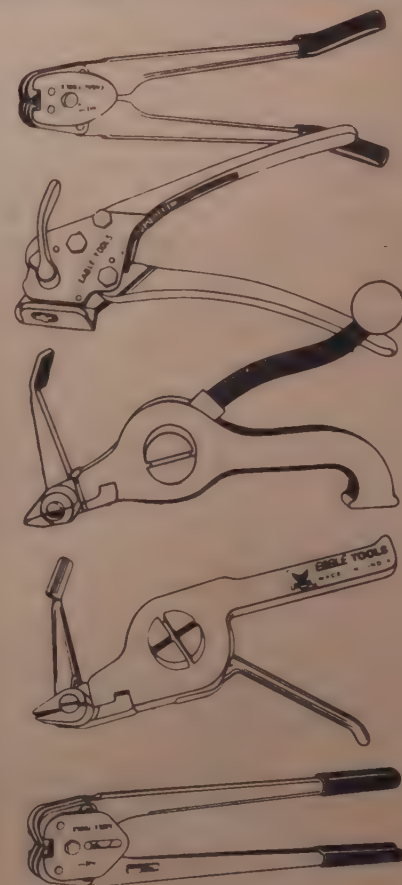
They are the registered as a Small Scale Industry and are engaged in exports of above quality products for more than two decades to Bahrain, Benin-Cotonu, Djakarta, Djibouti, Egypt, Fiji, Germany, Hong Kong, Iran, Iraq, Jordan, Kenya, Kuwait, Libya, Lebanon, Mauritius, Mozambique, Morocco, Qatar-Doha, Malawi, Nigeria, P.D.R. of Yemen, Re-Union, Rwanda-Kigali, Saudi Arabia, Singapore, South America, Sri Lanka, Somalia, Sudan, Sultanate of Oman, Syria, Tanzania, Thailand, Tunisia, Uganda, United Arab Emirates, Yemen Arab Republic, West Indies etc.

As Merchant Exporters, they export other Engineering Goods viz. Hurricane Lanterns, Builder's Hardware, Aluminium Utensils, Aluminium Water Filters, and other general merchandise such as Sports Goods, Leather Goods etc. Their group companies export other products viz. Synthetic Coaltar Dyes, Cosmetics Products, Henna Powder, Hair Oil, Hair dye, Indian Attars and Perfumery Compounds, Agarbatties, Food Stuff, Spices, Biscuits, etc. and any product as per the specifications and requirements of the overseas buyer.

Their products are manufactured under the strict quality control, and because of their quality their customers are satisfied, and hence they are favoured with repeated orders from abroad.

## EAGLE TOOLS

Now flies to U.S.A. & Canada



Phone: 58 25 43

Gram: STRAPTOOLS



**MANUFACTURING COMPANY**  
SPECIALISED IN PACKING TOOLS

C-19, Ghatkopar Industrial Estate,  
L. B. Shastri Marg. Bombay 400 086



# PRODUCT REVIEW

## CALAMA PROCESS PUMPS

**Calama 'CPP' Chemical Process Pump :** 'CPP' range chemical process pump is a horizontal single stage centrifugal pump.

The complete pump rotating element can be withdrawn towards the motor end without disturbing the suction or delivery pipe lines, due to 'back pull out design'. The motor remains fixed to base plate. The pump rotating element can easily be dismantled into its components. After reassembly no time consuming re-alignment is necessary.

**Applications :** To handle hydrocarbons, volatile liquids, thermic fluids and corrosives in chemical, petrochemical, fertilizer, sugar, paper and other process industries.

**Calama Polder Pump :** Calama Polder Pumps are used for draining water and for irrigation from low levels. They are, therefore, suitable for dewatering sumps and other reservoirs, as also for lifting water from canals and river beds. Construction of the pump is of 'pump below, motor above' type and suction inlet is at the bottom, so that water is pumped from the lowest level. The pump is one or two stage, driven by submersible electric motor.

Installation of Calama polder pump is simple and does not require construction of pump house. It is therefore, economical. Because of relatively low weight, it can be easily shifted to alternate site with minimum cost of withdrawal, transport and reinstallation.

Wide range of Calama polder pumps offer selection

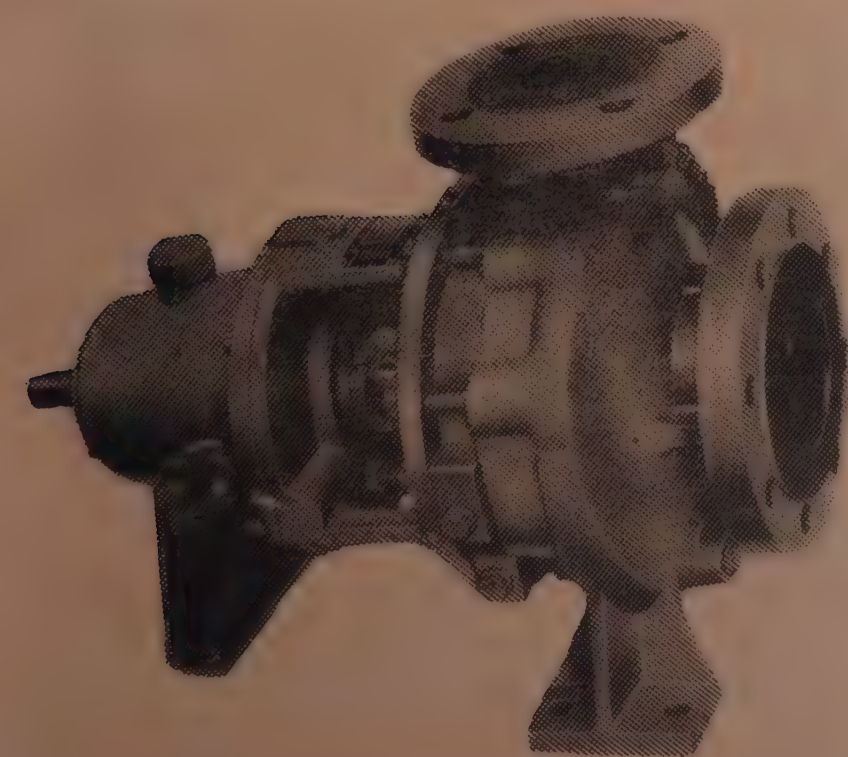
for a variety of applications in dewatering and irrigation

**Calama Sump Pump :** Calama submersible sump pumps are portable pumping units which have 'pump below and motor above' construction. These pumps are specially designed to handle muddy as well as sandy water and also water with solids. They are used to pump out water from the lowest levels like dewatering of building construction sites, dam sites, narrow trenches and badly approachable sumps of mills and power houses.

'Calama' submersible sump pumps take up little space as they are compact and light weight due to aluminium alloy construction and hence easy to handle. The motor is fully sealed permitting it to operate while the unit is completely immersed in the liquid

to be pumped. This eliminates the pump house and cuts installation cost drastically.

**Calama Submersible Pumps :** Calama Submersible Pumping Sets have proved efficient, convenient and economical for lifting clear, non-



Top. Chemical Process Pump. Centre : Sump Pump. Right : Polder Pump



aggressive natural water from borewells for heads ranging from 5 to 490 metres. Depending on size of borewells they can lift upto 17000 LPM. Though they are usually installed vertically, they can also be installed horizontally or at an angle on river beds. Calama Submersible Pumps are used for lift irrigation in agriculture in many

industries and for domestic water supply.

For further details contact:

#### Calama Pumps Pvt. Ltd.

7, Gaiwadi Industrial Estate, S. V. Road, Goregaon (West), Bombay 400 062. Phone: 695201/695202. Grams: CAL-AMAPUMP. Telex: 011 71346 PUMP IN.

#### CHOKSONS PVT. LTD.

CPL all insulated service Cut-Outs range up to 100 amps rating. A fabulous design concept in domestic service cut-outs.

The design of fuse carrier and base are such that it is impossible to touch live metal parts during the process of inserting and withdrawing the carrier.

With the fuse carrier inserted and sealing wire in place no cover can be removed without breaking the seal and removing the carrier.

Terminals and cable pinching screws are manufactured from brass, with an electro-tinned finish.

Mouldings are manufactured from black non-hygros-copic phenolic material.

Fuse carriers are available in two basic types 80 Amp with contact fittings for BS

1361 type 11a & 100 Amp with contact fittings for BS 1361 types 11b. Common mouldings are used and the two types of contact fittings are interchangeable. Carrier contacts are manufactured from copper, an efficient means being incorporated for fuse link clamping. A high pressure integral phosphor bronze reinforcing feature ensures a permanent and consistent fuse to terminal contact pressure, there being a bright unplated finish to the fittings to obviate cold welding of contacts. Fuse link replacement is simplified by separation of the carrier into two parts without the need for complete removal of screws of fittings.

#### CPL Switchegears

They are a super breed.

Electric Control System you can trust, for industrial, commercial or domestic applications.

Special features: Electrolytic copper, phosphor bronze contacts, extruded brass terminals, bright nickel plated, pressed in dies & duly phosphated, high grade vitreous porcelain, all live terminals are shrouded. Boxes, stove enamelled at 120°C. All terminals accept copper as well as aluminium conductors.

#### CPL Switches

CPL switches have pure silver contact-tips for the best conductivity, sterling efficiency and a life time of durability. They are crafted from Urea Formaldehyde Thermosetting Resins, moulded on the most sophisticated machinery and equipment with advanced process, and as a result meets international quality standards.

The novel features are:

1. All Switches feature a 'Positive Rocker Action' that ensures the switch will not balance between on and off.
2. All switch 'Socket outlets' are 'Shuttered' to ensure total safety when not in use.

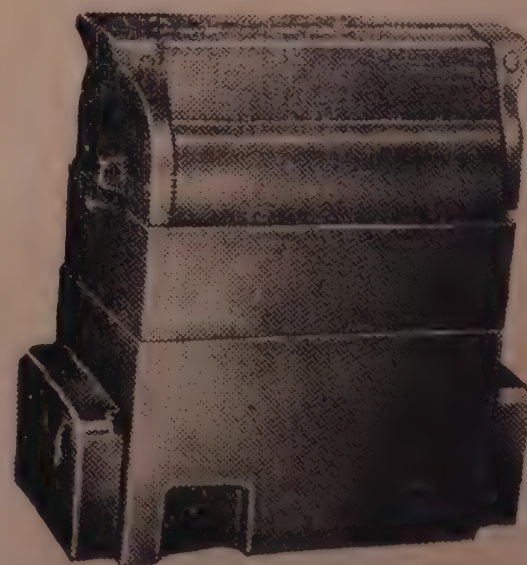
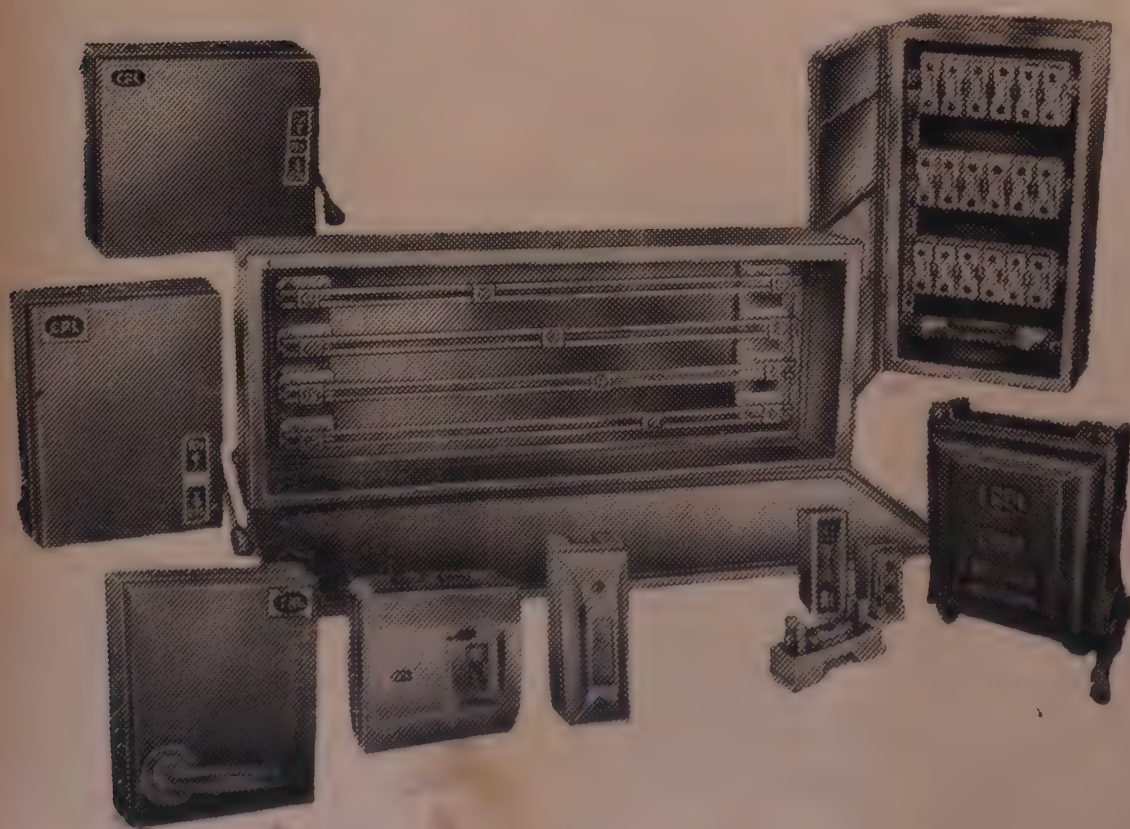
3. All plug-tops have 'Solid Pins' with 'Pinching' type wiring system and 'Delrin Cord' Grip.
4. 13 AMPS plug-tops have 'Built-in Fuse' to safeguard all types of appliances.
5. D. P. Switches with indicator are 'Smallest' and the 'Most Compact' available so far.
6. Ceiling and wall holders have Pure Brass Rings and Heavy Duty Plungers.

For further particulars contact:

**Choksons Private Ltd.,**  
Tavawala Building Pathakwadi, Lohar Chowk, Bombay-400 002. Phone 314539.

#### PRESCO MACHINE TOOLS INDIA

**P. P. Cap Plant:** One of the leading manufacturers of P. P. Cap Plants, Screw Cap Plants with highest technical standard in machine building fabrication and in erection of the required machines. To their credit they have totally installed 30-40 plants all over India for the manufacture of R. S. Closures.



Top: S. P. Cutout Left: The range of CPL Switches and Switchgears.



The operation of the manufacturing process involved is 0.2 ALU sheet first to be printed as per the design and then to shearing machine to cut into required sizes strips, after which it goes to the power press for punching which will be fitted in the automatic feeding device to feed the sheet.

**Die:** In the power press the sheet becomes the shell type cap. The punching speed of the machine will be

300 caps in a minute of all sizes then it goes to the knurling machine for knurling and cutting operation where the speed of the machine will be 60 caps in a minute. These caps are to be fitted by the required cork liners and are ready for despatch.

For further details contact.  
**Presco Machine Tools India,**  
49, Unique Industrial Estate,  
Dr. R. P. Road, Mulund  
West, Bombay 400 080.  
Phone 5602331.

## ADVANI—OERLIKON LIMITED

**Ador Subarc Deck Welder, Model : UP 11 CP (SW) :** Advani-Oerlikon's three-wheeler tractor-mounted automatic submerged arc welder, Model: UP 11 CP (3W) to be used in conjunction with constant potential rectifier, Model: CPR-1204, has been developed to suit heavy fabrication of deck plates in shipyards, bottom plates of storage tanks, etc. The welder runs directly on the plate. The application of the unique 'oblique guidance mechanism' ensures travel of welding head along the weld seam without using a rail. The welding head is fitted on a sturdy cross slide to facilitate easy, accurate adjustment.

The construction of the machine is modular so that servicing and maintenance

are easy. It can accommodate wire sizes from 2 to 5mm and take currents upto 1200A. The control unit incorporates facilities for setting and monitoring welding parameters. Smooth and precise wire feeding is ensured by a thyristor drive DC welding system. A similar system is also used for tractor drive. The control system and the drives operate on 42 V max. which is ideal from the view point of operator safety.

### Aol's Thyristorised Multi-System Welding Rectifiers :

The 'THYRO-UNI' series of welding rectifiers recently developed and introduced represent the latest in thyristor controlled technology for applications in metal working

and fabricating industries. These fully electronically regulated power sources are designed as versatile, highly adaptable units which can serve as the 'heart' of a multi-purpose welding system. Providing both, 'constant current' as well as 'constant potential' type of output characteristics, it enables (with the addition of peripheral equipment) the most productive, efficient and convenient welding process to be selected to meet the particular welding requirements of the user. Depending on the model and characteristics selected, these rectifiers can be comfortably used for manual metal arc welding with stick electrodes, carbon air-arc gauging, gas metal arcs or submerged arc welding application.

Excellent welding characteristics, stable output, stepless control of welding parameters, easy changeover from 'constant potential' to 'constant current' mode or vice-versa, low spatter loss and protection against thermal overloads or fan failure are some of the unique features of this system.

For more details write to :

**Advani-Oerlikon Limited,**  
Post Box No. 1546,  
Bombay 400 001. Telex :  
011-2781. Phone : 242525.

## EAGLE MANUFACTURING CO.

Eagle Manufacturing Co. are the manufacturers of EAGLE Brand Strapping Tools, for Plastic, Rayon and Nylon Strappings.

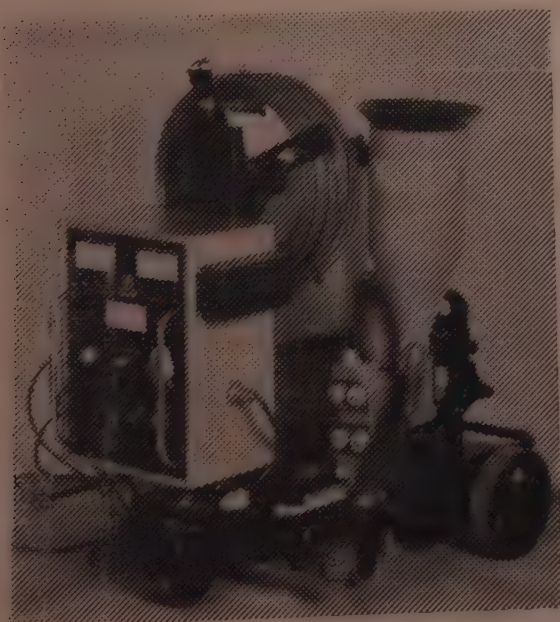
EAGLE Tools, a by-word for quality and reliability ensures fool proof strapping. These are available in wide range right from 3/8" (9 mm) to 3/4" (19 mm).

Manufacturing operation was started in 1971, based on internationally accepted designs. There has been constant improvements in the designs making the tools suitable to Indian market. Spare parts are easily available and an average skilled person can repair and maintain the tools. Today, EAGLE Tools enjoy the privileged position of market leader. Tools are also exported to countries like Canada, USA and African Countries such as Kenya, Uganda and Gulf countries.

EAGLE Tools are manufactured from aluminium alloy and other alloy steels. Proper treatment is given to raw-material to ensure the high standard of quality.

EAGLE Tools are available for Steel Strapping as well. These too are engineered to precision and enjoys the confidence of users.

For further details contact :  
**Eagle Manufacturing Co.**  
C-19, Ghatkopar Industrial Estate, Bombay 400 086.



Top : Ador Subarc deck welder. Right : Thyristorised Multisystem Welding Rectifier.

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to ads  
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mention  
**EXPORT  
GAZETTE**



## PRECISION INDUSTRIAL COMPONENTS

Precision Industrial Components manufacture a range of Eye Bolts, Nuts & T-Bolts, BSPT-NPT Tapper Plugs & Allen Plugs, Hex Socket Head Allen Screws, Grub Screws, Studs & Spindles.

**Eye Bolts:** PIC manufacture hot forge processed eye bolts in DIN 580-444, IS 4190-6 to 75 mm, BS 529 — 0.25 to 3 inch diameter, in MS EN-8 and SS 304 quality material, with and without collar, and stay straight eye bolts to DIN 444. Applications are in machine tools, light and heavy engineering industry, textile, cement, sugar and chemical plant and machinery.

**Hex Socket Head Allen Screws:** PIC offer a range of hex socket type Allen cap screws, and CSK head, but-

ton head, raised type Allen screws as per IS 2269, DIN 912 and BS 2470, 2 to 36 mm dia. of grade 4.6, 6.6, 8.8, 10.9, 12.9, A-193 B7 or SS 304 and SS 316 quality. Threads are BSW, BSF, UNC, UNF (No Series 4, No. 12 No. N.C. and NF) OBA to 6BA to 36 mm standard and fine pitch. Applications are in machine tools, light and heavy engineering industry, hydraulic valves and pumps, textile, sugar, cement and chemical plant and machinery.

**Grub Screws:** PIC offer a range of hex socket type screws as per IS 6094, DIN 913 to 915, BS 2470, 3 to 30 mm, 1/8 to 1 1/4 in, 6BA to OBA (No Series, NC and NF 4 NO to 12 NO). Slotted type screws are also offered as per IS 2388, DIN 435, 417, 551, 553, Standard BS 768, of components grade 4.6, 8.8, 6.6, 10.9, 12.9, in SS 304 and 316 quality. Threads are BSW, BSF, UNC, UNF, OBA to 6BA, in standard and fine pitch mm sizes. Other screws offered are Grub SC, Flat point, Cone, Dog, Half Dog, Tapper Dog, Knurled cup point and oval point. Applications are in machine tools, light and heavy engineering industry, electronics and electrical equipment.

**Studs & Spindles:** PIC manufacture all types of studs — 4 to 75 mm dia. and 5/32 to 3 in dia. of grade 4.6, 6.6, 8.8, 10.9, 12.9 in A-193 B7 alloy steel, SS 304, SS 316, and copper. Threads are: BSW, BSF, UNC, UNF mm size: standard coarse and fine pitch studs. These are used in valves, pumps, automobiles, machine tools, light and heavy industries, textile, sugar, cement, chemical machinery and plants, plastic injection moulding machines, electric motors and generators.

For further information write to:

**Precision Industrial Components,**  
11, Keshavji Naik Road,  
Second Floor,

15th Elcheewala Building,  
Bhat Bazar Fuvara, Chinch  
Bunder, Bombay 400 009.

## SHAH & CO.

A wide range of sewing machines for home and industry are manufactured under the brand 'Shaco'. The various models are:— Class TA-1: Umbrella, Class 44 Deluxe Model Folding, Class 90 Link Model, Class 50 Colored Deluxe, Class 80 Tailor Model, Class 50 Dust Proof Delux type. Shaco machines are for readymade garment manufacture, for textile mills and for home use. An electric motor can be fitted to every 'Shaco' sewing machine.

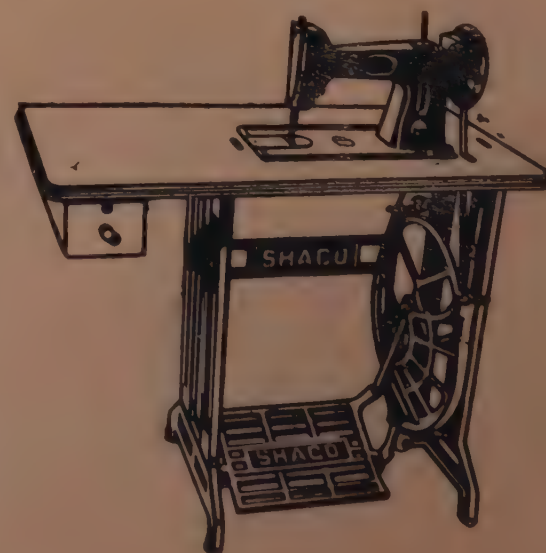
**Shaco/Revo range of Bag Closing Machines** are extremely versatile and suit various applications in chemicals,

fertilizers, grain, cement, sugar, jute, cotton, paper etc. etc. A new high in heavy duty bag closers is the Mod-D. It handles all types thicknesses of jute, paper bags, etc., has easy operation, has side looper mechanism, suspension conveyor unit can be provided. The machine operates under most adverse conditions. Technical information:— max. weight with full thread cone 6.6 kgs. Operation: single thread chain stitch with side looper mechanism.

The firm also manufactures a wide range of 'Revo' Overlock machines for textile mills & processing homes and



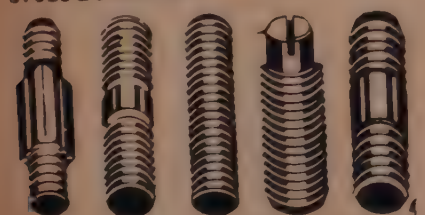
Top: Shaco/Revo range of Bag Closers,  
Below: Shaco Sewing Machine.



EYE BOLTS



STUDS & SPINDLES



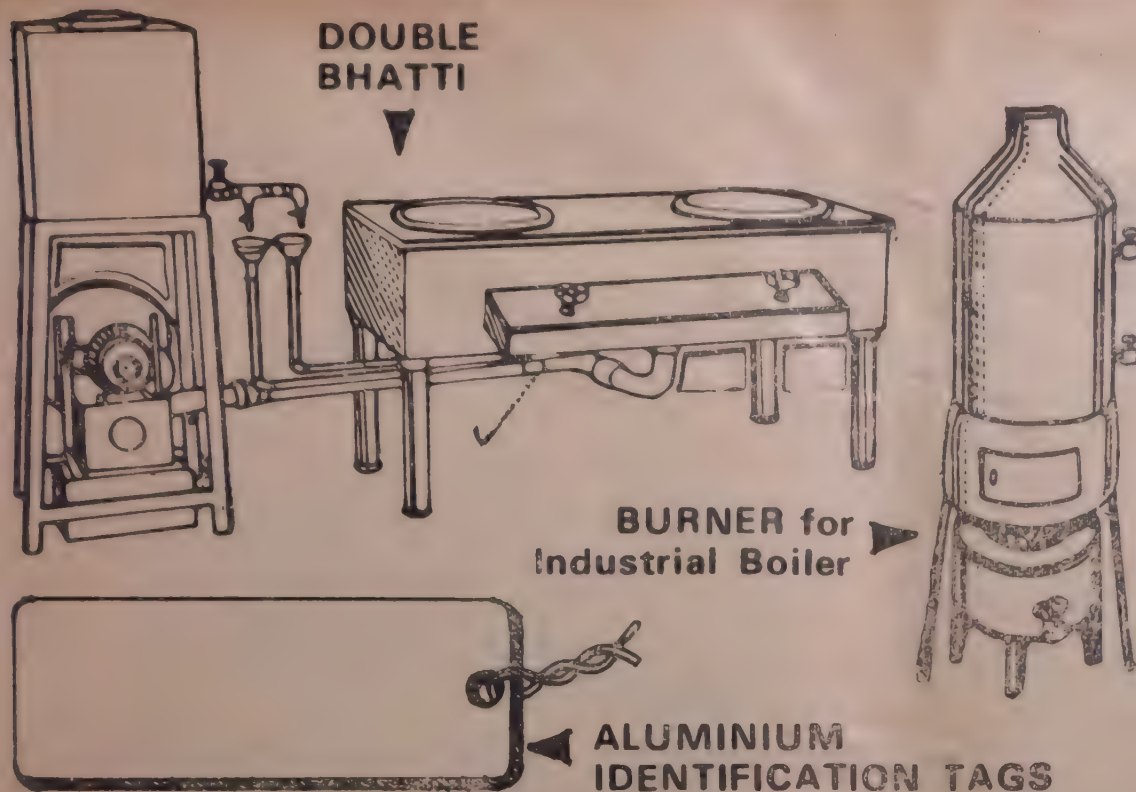
HEX SOCKET HEAD ALLEN SCREWS



GRUB SCREWS







**LIBERTY DIESEL BHATTIS** used by hotels and other industries. Saves fuel. Works on diesel/kerosene or crude oil. Safe and economical.

**BURNER for Industrial Boilers:** Absolutely safe. No bursting. Saves 25 to 50% on fuel.

**ALUMINIUM IDENTIFICATION TAGS:** of various sizes. One can print or hand write on it, after which it cannot be erased. Also unaffected by climatic conditions. Used by Govt. and Pvt. Industries for material identification.

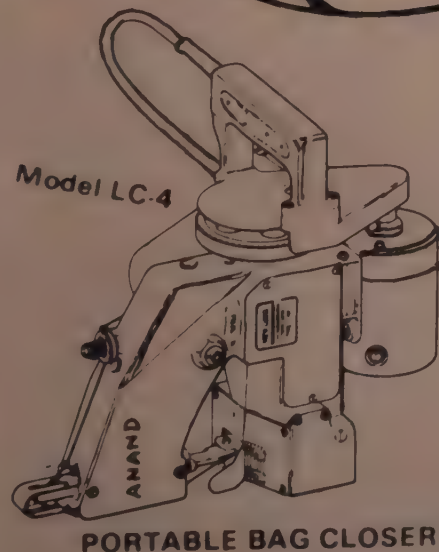
*Export Enquires Invited by:*

**HIRA SALES CORPORATION (INDIA)**

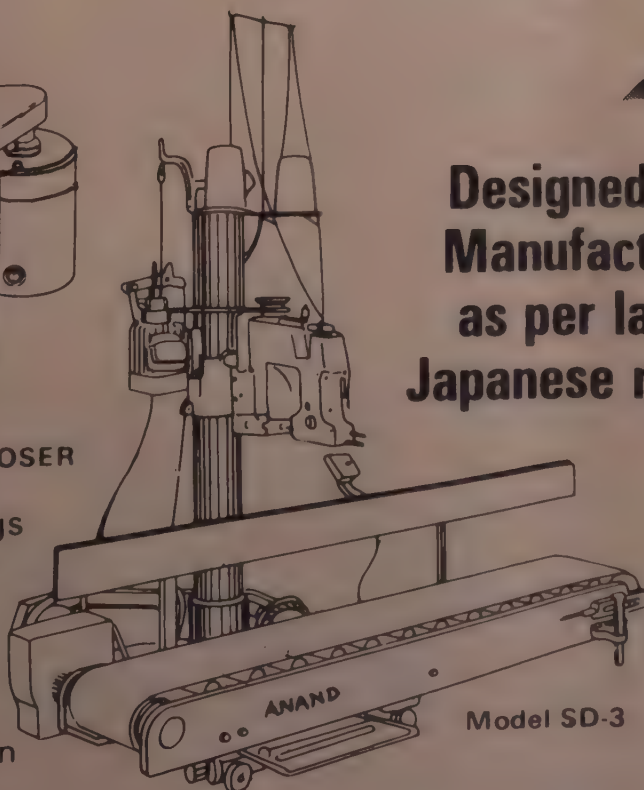
6, Railway Shopping Centre,  
Opp, Parel Central Rly. Stn., Parel (E)  
Bombay 400 012. Phone Off: 440246  
Fact: 6120301 Resi: 8725905.

**when replying to ads  
please mention  
EXPORT GAZETTE**

## New **Anand**® HEAVY DUTY MACHINES

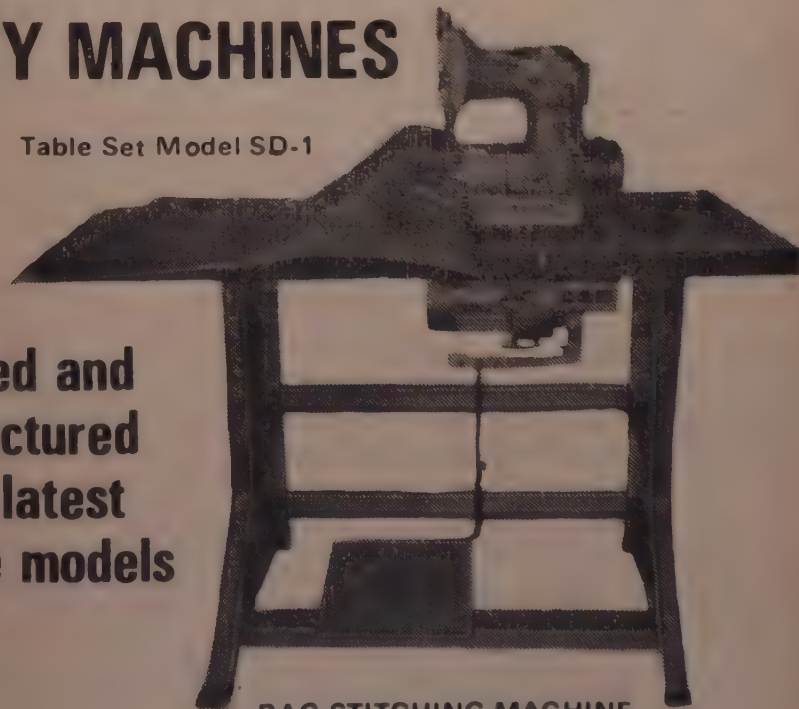


- Ideal for closing bags for Rice Mills, Flour Mills, Agricultural Products, Animal Feeds, Fertilizer, Chemicals etc.
- Robust Construction and safety design.
- Trouble-free continuous operation



**Designed and  
Manufactured  
as per latest  
Japanese models**

Table Set Model SD-1



**ANAND SEWING MACHINE CO.,**

Bindal Industrial Estate, Unit No. 64,  
Andheri-Kurla Road, Saki Naka,  
Bombay-400 072.

Tel. No. 5133064

Telex: 11-71573 — ANAN-IN



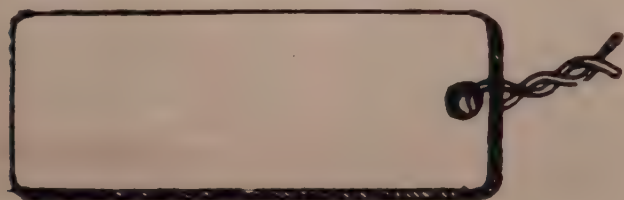
for the garment industry.  
For further particulars contact  
**Shah & Company,**

161-63, Charni Road, Opp.  
Prarthana Samaj, Bombay-  
400 004. Phone: 356756.  
Gram: SAC-SEW.

### HIRA SALES CORPN. (INDIA)

**Material Identification Tags:** These aluminium identification tags are unique in all respects when compared to the equivalent products available. They are not only of better quality but also cheaper in price. Some of the details of our identification tags are as follows:—

1. Size 100 mm x 50 mm x 09 mm thick with a eyelet at one side and binding wire of 6" long. Sizes bigger than this are also made according to your requirement.



**Material Identification Tag**

2. Even an ordinary thick ball pen can be used to write on these identification tags. Once written, wait for 3" mts. and then the impression will not be erased even by water, oil or chemicals. They are also unaffected by climatic conditions.

3. These identification tags can be printed as per your requirements. The printed and hand-written identification tags are fool-proof, that is, altera-

tion is at all possible unlike ordinary tags which not only can be altered but can also be damaged.

4. These tags are easy to attach and detach, wherever and whenever wanted.
5. These tags can be used for identification of material, and indicate quality, quantity, date of packing & expiry, manufacturers name, technical details, special instruction of your product. It

also prevents mixing of products or misdespatch during transit.

6. It is also used by Government & Semi-Government concern with public and private sectors.

For further particulars contact:

**Hira Sales Corporation (India),**

Shop No. 6, Opp. Central Rly. Station, Parel (East), Bombay-400 012. Telephone Office: 440246. Residence: 8725905.

*when replying  
to advertisements  
please mention*

**EXPORT GAZETTE**

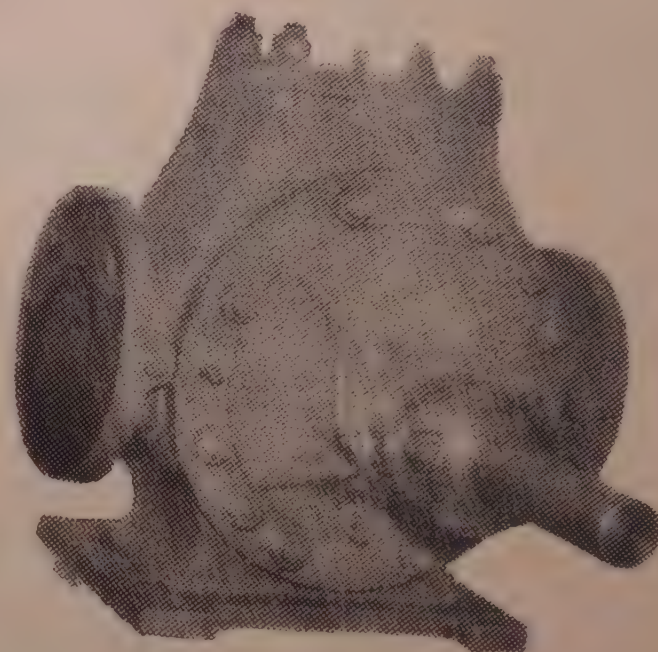
### EVEREST ENGINEERS

Everest Engineers are manufacturers of Gear Pumps, Lobe Pumps, Internal Gear Pumps, Massacuite Pumps and Sugar Machinery Spares for the last ten years.

**Gear Pumps:** Everest Gear Pumps are used for a variety of pumping applica-

transfer applications.

**Lobe Pumps:** Everest Lobe Pumps have been successfully used for pumping of Molasses and other viscous fluids. The Pumps are, ideally suited for pumping of Slurries or fluids containing Solid particles and suspensions.

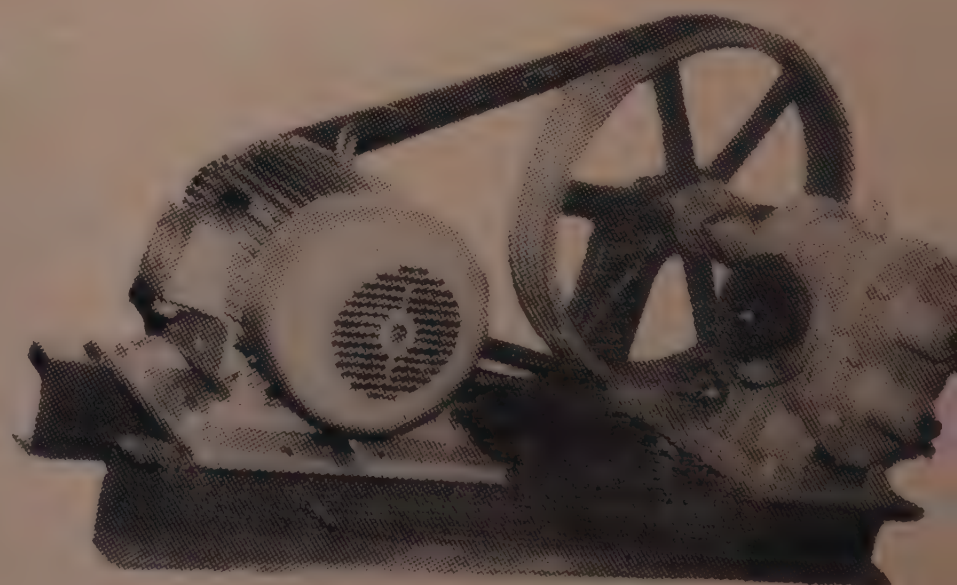


**Rotary Lobe Pump**

tions for liquids such as Edible Oil, Coal tar, Molasses, Asphalt and Petroleum Products. The Pumps are available in sizes ranging from 1" onwards to 6", from capacities ranging from 10 litres per minute to 20,000 litres per minute to 300 psi delivery pressure. The Pumps have been used for loading/unloading operations and fluids

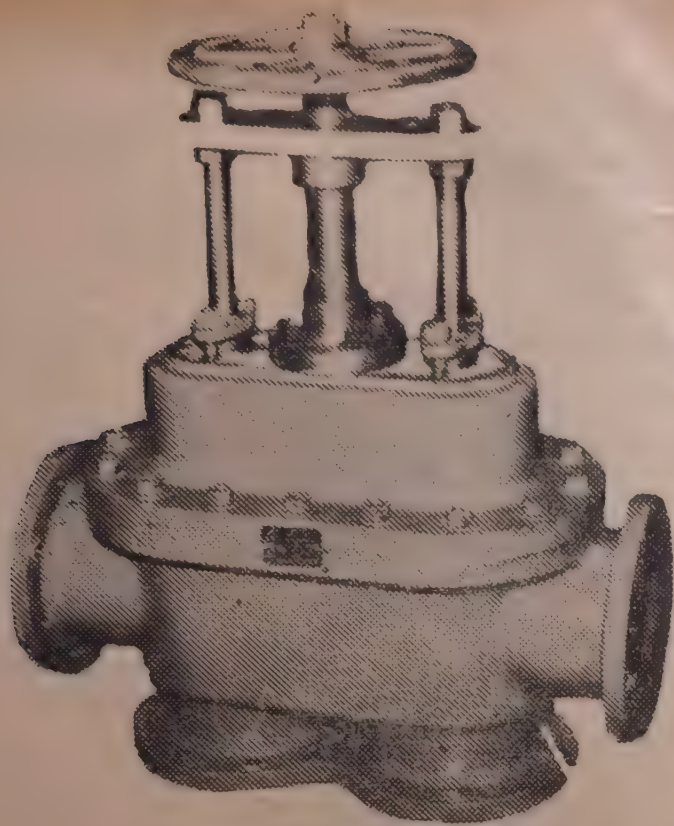
The Pumps are available in sizes ranging from 3" to 6" having capacities upto 8,000 GPH. The Pumps are working satisfactorily in several Sugar Mills and Distilleries in India.

**Everest Internal Gear Pumps** are ideally suited for pumping of light viscous fluids with low capacity and



**Pulley Driven Gear Pump**





**Double Beat Juice Valve**

high delivery pressure. The Pump is suitable for pumping of Fuel Oil, Furnace Oil, Kerosene and similar fluids.

**Everest Massacuited Pumps** are used for pumping of Sugar Massacuited and have been supplied to many Sugar Factories in India. They are available in sizes from 5" to 10" having capacities upto 60 tonnes per hour. Everest Engineers have also developed a 3" x 3" Massacuited Pump for pumping of Sugar Massacuited for Mini Sugar Plants.

Pumps are offered in Cast Iron casings with Steel or Gun Metal working parts. They can also be supplied in all Stainless Steel construction for corrosive applications.

**Sugar Machinery Spares :** Such as Trash Plates, Scraper Plates, Cast Steel and Cast Iron Sprockets, Cast Steel Bearing Housings and

Gun Metal Bearing Liner, Worm & Worm Wheel and other Mills Spares are also manufactured. These items are manufactured as per the clients specifications and drawings. They also manufacture Cast Iron Double Beat Juice Valve for Juice Heaters.

**Butterfly Valves :** They can manufacture Cast Iron, Cast Steel and Fabricated Butterfly Valves sizes ranging from 2" to 36" with manual or Gear box operations. We can offer tight shut off 100% Leak proof Butterfly valves or Dampers. Valves are manufactured as per International standards.

For further particulars contact :

**Everest Engineers,**  
8, Gawkar Industrial Estate,  
Panchpakadi, Post: Naupada,  
Thane-400 602. Maharashtra  
State. Telephone : 502261.  
Grams : 'EVEREST' Thane.

## ANAND SEWING MACHINE COMPANY

'Anand' Bag Closer (Model LC. 4): This Bag Closer has been specially fabricated for your kind of industry after a lot of research.

The body of this machine is made of an aluminium

alloy that guarantees its toughness against jerks and impacts.

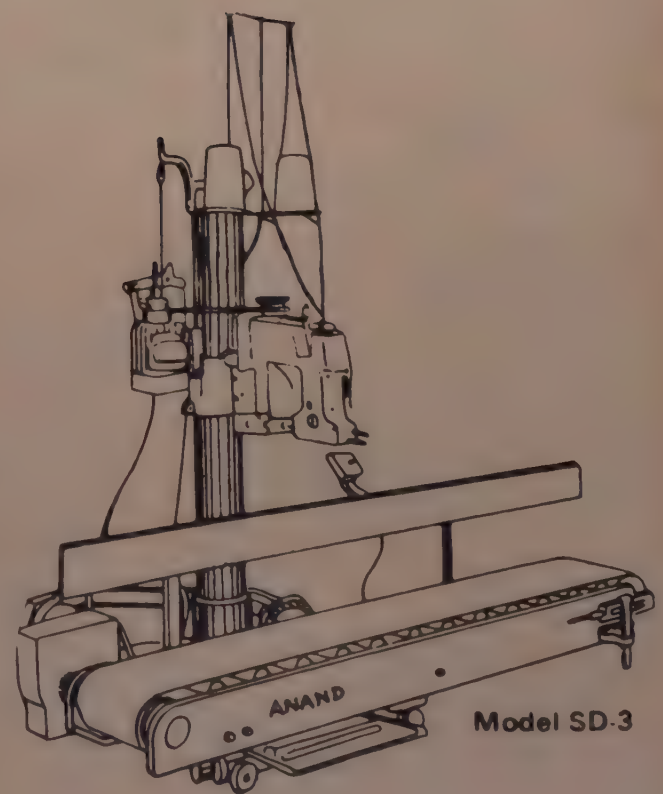
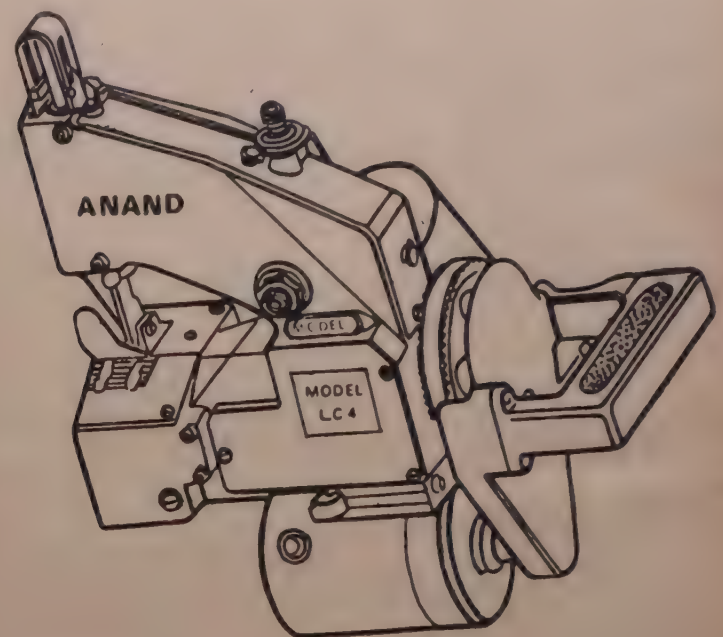
Another commendable feature of this Bag Closer is the horizontal rotating looper system, which guarantees per-

fect catch of the thread resulting in jumpless/continuous stitching with zero wastage and higher work efficiency.

This Bag Closer is fitted with an automatic cutter, too. This machine is designed to stitch material like Kraft Paper, Cotton, Jute & Plastic etc. And every machine is backed up by prompt after sales service by highly experienced machanics.

- 4) Simple Machine — assuring longer machine life.
- 5) Newly developed Automatic Cutter.
- 6) Bag Material: Kraft Paper, Cotton, Jute, Plastic etc.
- 7) Available with Mobile Trolley Stand.

**Anand Bag Closer (Model SD3) :** It is a versatile and high performance closing machine for multi-wall paper,



### Special Features :

- 1) Capacity : 5/8 seconds per Bag.
- 2) Seam : Single Thread Chain Stitch
- 3) Stitch Length : 7.0 m.m. (Fixed).

bags, cotton bags, jute hessian bag, PP and PE. Featured with positive automatic cutter for the and complete conveyor. Automatic start stop ration by micro switch



electromagnetic clutch. It is recommended for animal feed, fertilizers, salt, sugar, flour, grains, seeds, chemicals, coffee plants etc. Specifications (Model SD3): Speed: 800 to 900 bags per hour. Seam: Double Thread Chain Stitch. Cutter: Fully

Automatic. Stitch Range: 7 to 11 mm. Sewing head: 10m/min. For further details write to: Anand Sewing Machine Co. Bindal Industrial Estate, 2nd Floor, Unit No. 64, Andheri Kurla Road, Saki Naka, Bombay-400 072.

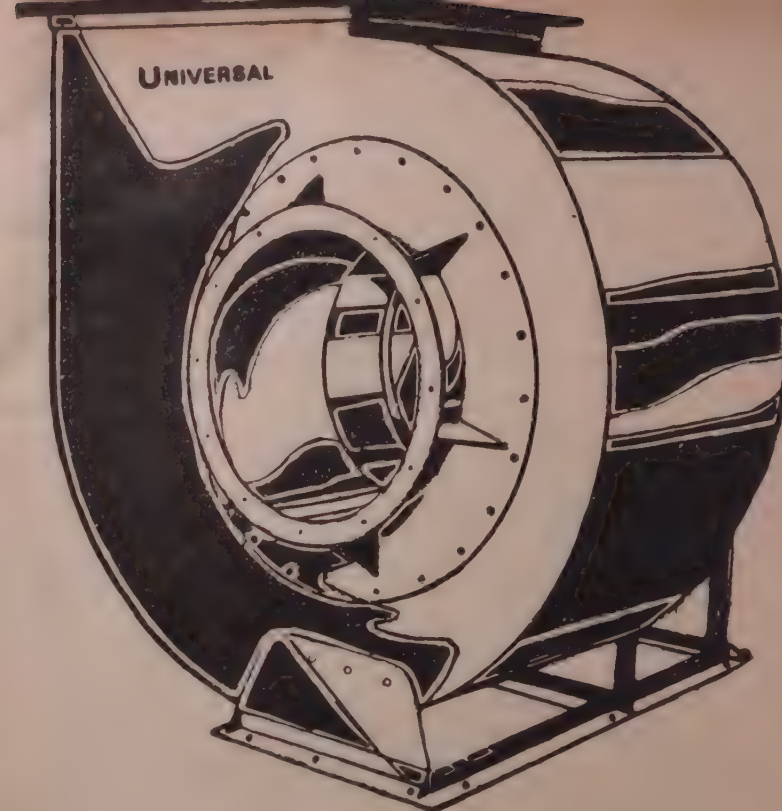
## UNIVERSAL AIR SYSTEMS PVT. LTD.

**Centrifugal Blowers:** 'Universal' manufactured, designed all types of centrifugal blowers either in SISW or DIDW upto 4,00,000 m<sup>3</sup>/hr at differential pressures of 600 mm water guage. Recently UNIVERSAL supplied 2 Nos. of centrifugal blowers to Raasi Cement Ltd. a giant sector of APIDC of 1,6,100 m<sup>3</sup>/hr and 1,005,200 m<sup>3</sup>/hr at 40°C having static pressure of 600 mm water guage and 500 mm water guage respectively. Previously many leading manufacturers supplied the same capacity blowers to them, but all were unsuccessful in design and performance. Universal have already manufactured the blower upto 250 K/W and supplied to leading industries as well as consultants in India such as Thermax Pvt.

Ltd., Bajaj Group of Industries, Swaraj Mazda Ltd., Bajaj Auto Ltd., Josts Engineering Co. Ltd., Walchandnagar Industries Ltd., BARC, etc.

**Bifurcated Tube Axial flow Type Fan:** UNIVERSAL have also developed Bi-Furcated tube axial flow type fan which is very suitable for handling of hot air or fumes either supply or exhaust. 'Universal' does not manufacture the above fan upto 1,78,000 m<sup>3</sup>/hr with 150 mm of water guage static pressure and stands upto 600°C. Same fan 'Universal' also manufactured in flame proof construction.

**Rotary Air Lock Feeder:** UNIVERSAL have also designed and developed rotary air lock feeder which is very useful for pneumatic convey-



**'Universal' Centrifugal Fan**

ing and for other application where constant flow of material is required. It is also useful for dust collection application and 'Universal' have already supplied such type of equipment to many leading industries such as Raasi Cement Ltd., Anand Tins & Vessels Manufacturers etc. where these units are working very efficiently.

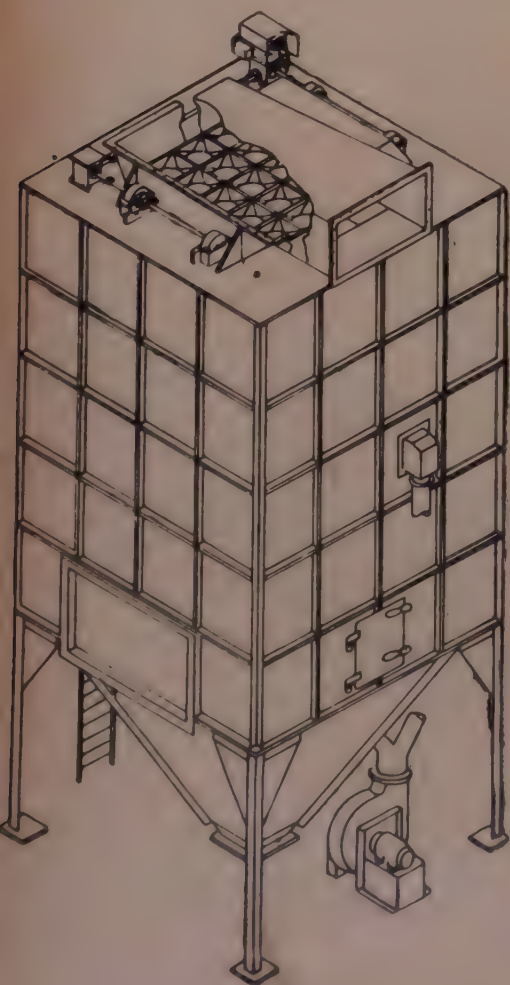
**Air Curtain:** UNIVER-

SAL also designed and manufactured circulative or non-circulative types air curtain which is very useful for the invisible barrier that keeps cold air in, keeps hot air, dust, fumes and insects out. Whenever there is continuous traffic flow; large offices, pharmaceutical plants, hospitals, food & cold storages, dairies, air-conditioned area for textile mills, and for air pressuriser systems UNIVERSAL air curtains literally puts invisible air barrier across the entrance, which effectively keeps the cool air in and keeps out the cold air. This is also very useful for furnaces as well as the ovens where hot air are exhausted because of slight entrance and sometime from other side, the cold air enters due to which the operation cost of system will be increased tremendously.

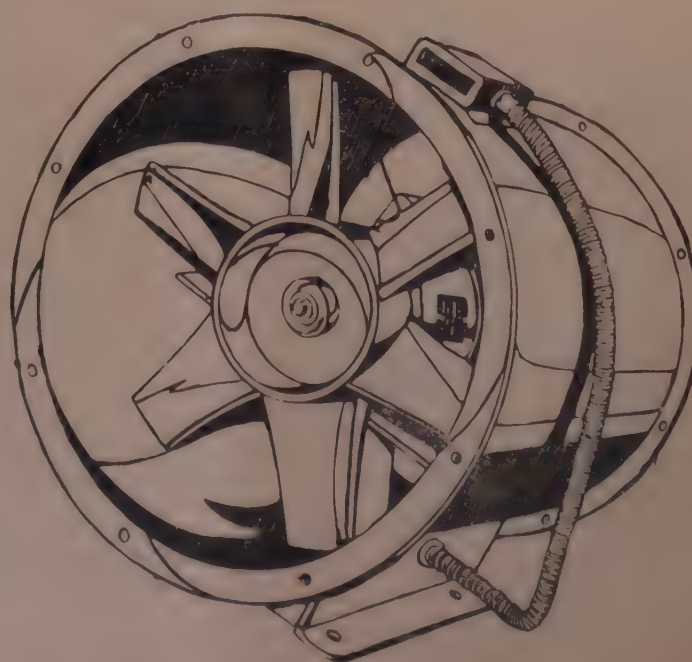
'Universal' have also developed various types of dampers, industrial fans, and air filters.

For further particulars contact:

**Universal Air System Pvt. Ltd.,**  
B5 Natal Estate, S.J. D'Souza Compound, Near Kamani Oil Mills, Khandivli Road, Bombay 400 072. Tel: 5832-46/585022.



**At left: Universal' Dust Collector. Below: Axial Flow Fan.**





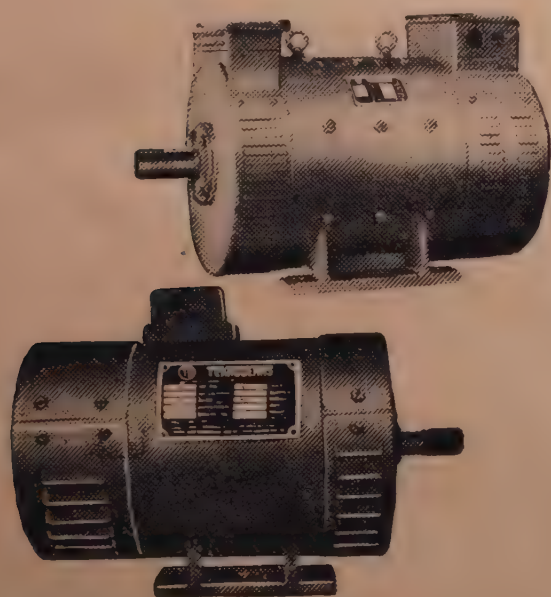
'Teknogear' D. C. Machines are compact in size and are manufactured to the modern design concepts with high standard of workmanship. They are reliable for trouble free service.

All standard D. C. Machines are screen protected, Drip proof, self-separate fan cooled, class 'B' insulated, continuously rated and generally confirm to BS/2613 or IS-4722.

ed to be controlled in above range have to be cooled by external motor driven fan (blower).

The D. C. machines with non-standard requirements such as low voltage battery operated, permanent magnet type in class 'F' & class 'H' insulation can also be offered as per customers requirement.

'Teknogear' D. C. Machines are suitable for thyristor



'Teknogear' D. C. Machines

The standard Armature voltage for D. C. Machine is 220 volts for machines up to 3 H. P. capacity and that for higher H.P. Capacity it is 440 volts. Field in general is wound for 220 volts separate Excitation either shunt/compound.

The standard rated speed is 1500 rpm. The standard D. C. machines are suitable for speed variation from 100 to 1500 rpm by armature voltage control at constant torque and at constant separate Excitation and from 1500 to 1800 rpm by field weakening at constant H. P. applications.

The D. C. Machines above 2 H.P. capacity when requir-

control applications without any de-rating.

Also manufacture D. C. Generators, Alternators & special purpose Electric rotating machines as per customers requirements.

For further particulars contact:

**Teknomatics Enterprise,**

Works:

B-3 M.I.D.C. Ind. Estate,  
Kherdi, Chiplun 415 604.  
Tel. No. : 457 & 467

Sales Office :

Opp. Reay Road Station,  
Behind Indian Oil Petrol  
Pump,  
Bombay 400 010.  
Tel. No. : 8724166.

'Pioneer' Automatic Defroster: 'Mactronix' have developed for the first time in India, an automatic programmable, fully solid state defroster for refrigerators. It

bad smell. Maintenance charges are reduced and freezing cabinet is always kept clean. It requires no maintenance and comes with a years guarantee. It can b



automatically switches off supply for 1-1/4 or 2-1/2 hours daily in the dead of night thus defrosting of ice formed in the freezing cabinet takes place daily and automatically. This not only reduces electricity charges by 15%, but increases the efficiency of the cooling system and removes

easily connected to any refrigerator by any one.

For further details write to **Mactronix,**  
Ground Floor, Firdaus Flat,  
Khanpur, Ahmedabad 380 001. Phone: 393090. Telex 121/539, Trce-In. Cable PIONEER.

for Quality & Durability  
Bicycle Parts & Accessories



ENQUIRIES SOLICITED

**THE VENUS INDUSTRIES**  
P.B. 2016, MADRAS, INDIA.



## UNITED TRADING AGENCIES (EXPORTS).

Under the brand name UNITED the company manufactures and exports a range of sewing machines for all applications.

Model DB-103 :— is suitable for the house and store where the speed is required without noise.

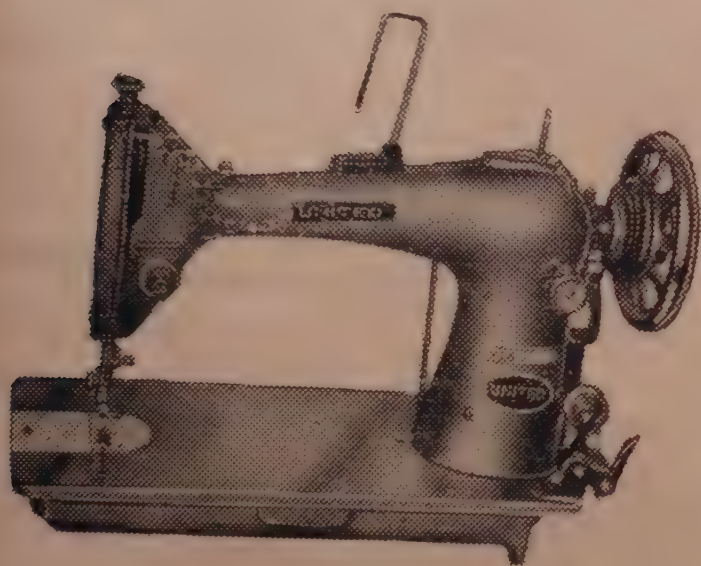
Model TB-31 — is used for sewing leather. It has an oscillating shuttle.

Model DC-1 :— Over-Lock machine with 3 threads or

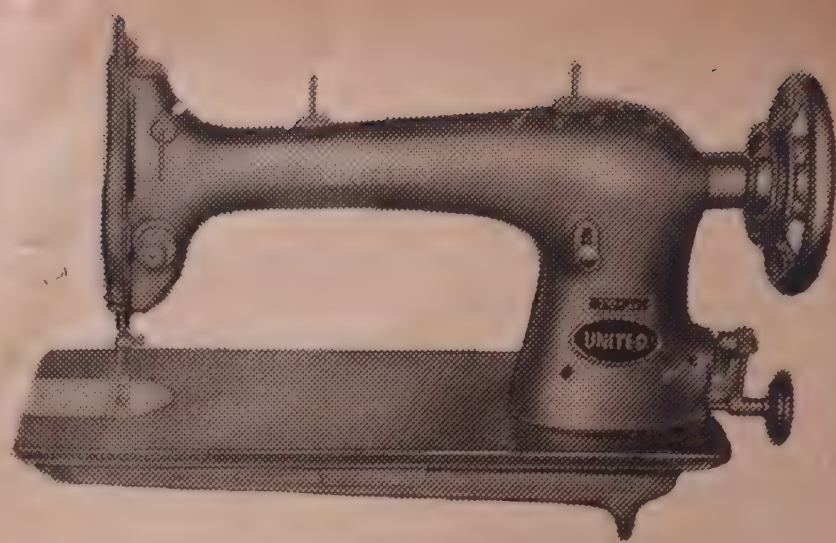
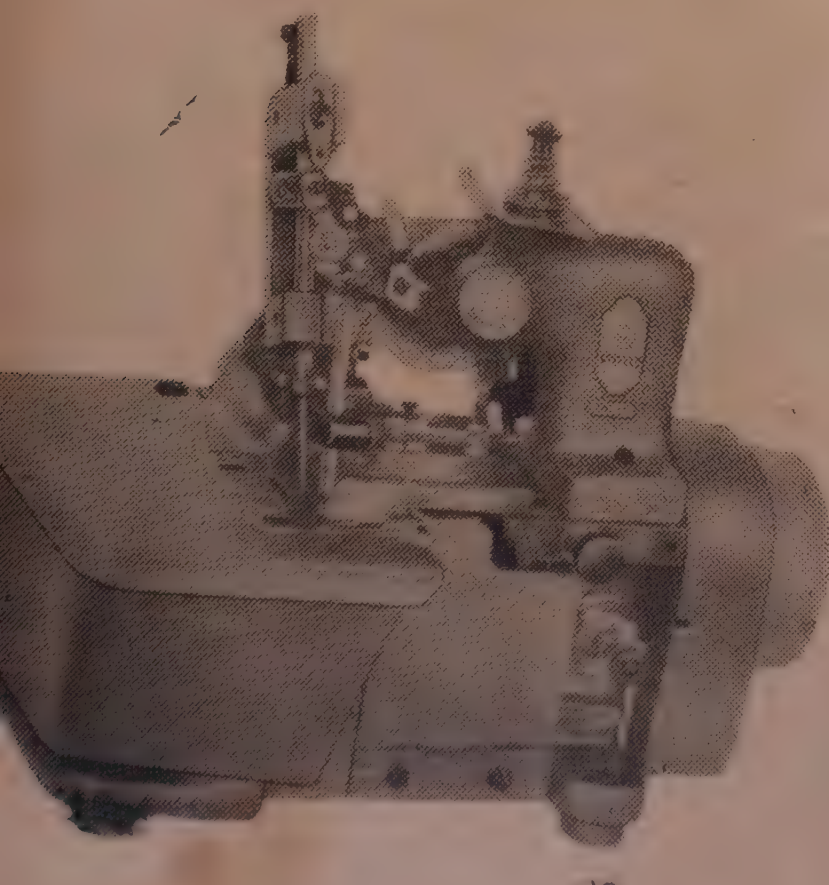
blind-stitch hemming on light to medium weight knit goods. High efficiency of its working and especially fitted auxillary feed ensures the high quality of its finish.

For further particulars contact :

**United Trading Agencies (Exports),**  
413-G, Vasant Wadi,  
1st Floor, Kalbadevi Road,  
Bombay-400 002.  
Tel : 316669/290567  
Cable . INTERTRADE



Top : Model DB-103 suitable for home & store Below : Model DC-1 Overlock Machine



Model TB-31 Leather Use Sewing Machine

## SANTHI ENTERPRISES

**Petrol Saver** is the wholly indigenous achievement of long research by Mr. Dahanukar, a foreign qualified Electrical Engineer who is the Proprietor of the Frankfurt Electric Co. that manufacture the said device.

As the name implies, it saves petrol to the tune of 12% subject to certain conditions.

By reducing the carbon formation and minimising its corrosive effect on the plug point it enhances the life of the spark plugs.

It is designed in such a way not to permit loose contacts due to vibration and heat.

The Chief Engineer of the Royal Automobile Club, London certifies that the installation of the Petrol Saver enhances the high tension spark intensity thereby improving the combustion of the Engine to result in Fuel economy based on the findings of an actual trial.

The Technical Manager, Automobile Association, Nairobi, Kenya certifies the performance of the Petrol Saver for a Fuel economy of 10 to 15% depending on Road Gradients, Atmospheric pressure, Driving Habits/Techniques, Traffic conditions and the condition of the Engine Electrical system.

By multiple spark generation, it provides an instant start especially in cold weather.

The New Products Manager of Messrs. Page Alert Systems Inc. U.S.A. further authenticates its use in the Electronic Ignition system.



Its performance has been approved inter alia by Messrs. Premier Automobiles Limited, M/s. Girnar Scooters Ltd. and Indian Oil Corporation Ltd. to cite a few after actual evaluation.

It has been awarded a certificate in the 41st All India Industrial Exhibition held in Hyderabad in 1981.

It has also been exported in small quantities to the U.S.A., United Kingdom, Australia and Africa where it was acclaimed for its credibility and performance.

For further particulars please contact :

**Santhi Enterprises,**  
4/477 Abhyudaya, 13th Road,  
Chembur, Bombay 400 071.



Unitech are pioneer manufacturers of top-quality Industrial and Pharmaceutical Machinery with over 15 years experience. The range of their products include the **Unitech Homogeniser, Model U-5** specification, for processing emulsion and dispersion formulations and it is a must for chemical, food and other type of industries having similar processing requirements. These machines are principally used for formulated emulsions of two or more immiscible liquids. They also manufacture the High Pressure Jet Homogeniser for efficient homogenisation of all sorts of liquid products.

Apart from these, Unitech makes high pressure reciprocating pumps of multiplunger type, low pressure gear pumps, high pressure gear pumps, viking pumps (inter-

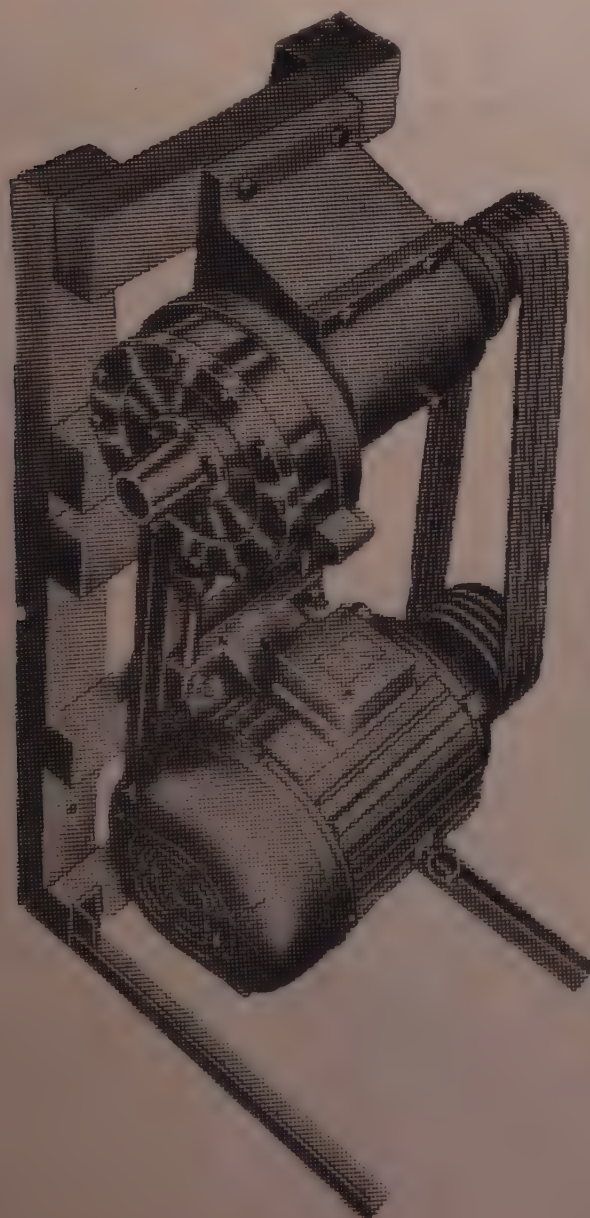
nal gear), vane pumps, sigma mixers, collidal mills, liquid filling machines, cap sealing machines and many other equipments, parts and sub-assemblies and full assemblies as per party's requirements. They also specialise in standard and non-standard gear making. Other manufactures include variable industrial drives, transmission equipment, friction clutches and couplings.

Unitech are always conscious of quality and give you the best value for your money.

For further particulars please contact :

**Unitech Engineering Co.**

A6, Royal Optical Industrial Estate, Naigaon Cross Road, P.O. Box 7120, Wadala, Bombay 400 031.  
Tele : 4122204.



**Unitech Homogeniser Model 4-5**

R. I. Techno Works are active in the manufacture of unfired pressure vessels conforming to International Codes, and have evolved their own pioneering design in the field of oilseeds and oils processing in association with their technical consultants M/s. Minaar Technical Service Pvt. Ltd., P.O. Box No. 1702, Secunderabad. A brief outline of these different processes is given below :-

### **SOLVENT EXTRACTION OF FIXED OILS**

This design which incorporates battery of small capacity batch extractors which are robust in construction, quick opening doors in loading and discharging, affording operation from ground floor. It affords almost even distribution of load on steam raising facilities, evaporation, & drying. It incorporates gravity fed continuous miscella evaporator and oil stripper, having minimum pumps and mechanical moving parts. It also affords forced percolation of Hexene/miscella at infinitely variable rate, through the mass of material subjected to extraction, regardless of the structure of the material being extracted whether the material is amenable for conventional gravity percolation of solvent or not.

This system is already well tried out in over five plants, the oldest of which is in continuous operation since the year 1979, at HYDERABAD (A.P.), India. Different raw materials including spent coffee waste, Ricebran and Neem seed Pellets are successfully treated in the Hyderabad Plant whereas the other plants are regularly processing Ricebran only. For smaller and medium capacity installations, such a designed system is ideal, where the client proposes to process freshly milled ricebran from rice mills located close to their unit, for extraction of edible quality raw oil. This system is eminently suitable.

Recommended wherever the public power supply is not dependable and the works has mostly to be carried out basing on captive D. G. Set., the power requirements being less than half to that of conventional systems, per unit capacity. Plants incorporating this system of 15 to 40 TPD are already set up within scope of Small Scale Industry.

### **DEOILING OF PEANUTS WITHOUT DESHAPING**

In this system the Peanuts are not interfered physically nor the use of solvents is made. This process has been well tried out by Mr. M. K. Rahman of our technical collaborators, who is the only Indian to have such a unique and fruitful experience. The product is low calorie and high protein snack food, which to the naked eye, looks identical to ordinary roasted peanut. The product is crunchy and tastes better in as much as the product practically consists of microscopic hollow cells which hitherto contained the fatty peanut oil. The keeping quality of these deoiled peanuts are found to be far better than the whole oil peanuts.

The oil pressed out of the peanuts in the cold pressing operation is of premium quality in comparable with the quality of any expeller pressed oil. It has all the natural ingredients which at the same time, the colour is extremely light and the flavour is fresh, natural, appetising and invigorating. The natural sterols and anti-oxidants and Vitamins present in the peanuts remain undisturbed in the premium quality oil. The oil need not be subjected to chemicals, caustic soda treatments, bleaching agents and high temperatures as obtained in conventional oil refining to make the oil palatable.



The process is highly profitable provided the consumer product is suitably marketed and sufficient turn-over is achieved. Plants of 1 tonne to 5 tonne/day finished product capacity can be supplied on turn-key-basis within the scope of Small Scale Industry. The yield of cold pressed peanut oil is as high as 40% basing on the initial weight of the clean peanuts for snack bars and for school feeding programme as protein supplement (for those who count the calorie intake).

This product of deoiled peanut is ideal. The cold pressed peanuts are easily revived back to thin original size and shape in this process. The product can be salted or otherwise flavoured, spiced or sugar coated depending on consumer requirements and can be packed in poly-propylene pouches, Aluminium foil bags, of 25 to 100 gms. weight for the market. The product in aluminium foil pack keeps well for 2 years.

## JASMINE & TOUBEROSE EXTRACTION

Extraction of a particular variety of fresh Jasmine flowers under controlled conditions with finely fractionated Hexane in stainless steel equipment, is another activity which has tremendous potential in developing agro-based countries, where the manual flower picking costs are not prohibitive. This specialised equipment and plant for extraction of high grade floral concentrate is among our specialities. The floral concentrate of Jasmine is very much sought-after by perfumery houses in France, F.R.G., U.K. and Italy. The same plant and equipment can be used for extraction of floral concentrate from other flowers, particularly Tuberose during off season when Jasmine flowers are not available.

This is yet another highly profitable and 100% export-oriented Industrial activity for which we provide com-

plete processing and engineering expertise with designing and supply of plant and equipment on turn-key basis.

## DESIGNING AND MANUFACTURING RANGE OF FABRICATION OF PLANTS AND EQUIPMENTS ETC. Plant and Machinery

Continuous solvent extraction and semi-continuous plant, Rice bran oil hardening plant, oil refinery — all on turn-key basis in India and abroad.

BOT single|double girder cranes, bucket elevators, screw|roller conveyors, Kilns, Furnaces, Reactors, Pelleting machine, Exhaust Manifolds, Water ring Vacuum Pumps, Welding Machines, Heat Exchangers, Oil|Water coolers, Air|Gas|Oil Pressure Vessels, Chemical equipments, High and low vacuum equipments, Toaster, Evaporator, Ejector-Nozzles, Hydrogenation cells, Water softening equipments, Autoclaves, Dryers and condensers, Spray Nozzles, Mechanical Shaft Seals for varied applications, Gratings and Lapping Machine.

## Fabrication at site in India or Abroad : Including Installation and Erection

EOT Cranes, Low-medium-high pressure steam|air chemical|oil|water pipe lines, Chutes, Tanks for oil|water|gas|chemical with or without lining of rubber, lead, FRP and stainless steel metal, air hoods, ducts and exhaust manifolds, hoppers, structural work and silos, setting tanks, sand driers, water recirculation system, All these works will be carried out with associated electrical|electronic instrumentation work by our mechanical|electrical and electronic engineers and skilled staff.

## Equipment and Spares for Diesel Electric Locomotives and Passenger Coaches

These are generally made as per drawings and specifica-

tions for new materials, Stainless steel exhaust manifold. Turbosuper-charger parts, air and vacuum tanks, Friction stirrer, Rubber assembly, Equalizers, Slack adjuster, Buffer assembly, Air intake filter, Lube oil cooler and filter, Air inter cooler etc.

## Thermal Power Station Equipments and Spares

Oil gun assembly including stainless steel flexible tubing for 210 MW, BHEL Boilers. Steel flexible pipes for coal nozzle, spares for coal crusher mill, Induced draught fans and other heavy parts for coal Handling Plant, various types of spindles for high|medium pressure valves viz: Gate, line for steam|air|water globe etc. High medium and low pressure pipe boiler and erection at site.

Major repair and overhauling of turbine, boiler heat exchanger at any site of the power station is also undertaken by our engineers and skilled staff. Compressors and diesel locomotives are also repaired and overhauled at site.

## Atomic Energy Dept. and Oil & Natural Gas Industry

Very special items of intricate fabrication with third party inspection against all

international standards for manufacturing|inspection conforming to specific requirement of departments and drgs.|specs.

## Mineral Exploration and Coal Mines

Drilling spares involving intricate machining and fabrication made to specs. Heavy and Aluminium fabricated items for Long Wall machine in coal mines can easily be made by us against working samples|specs etc.

## Import substitution of Critical Spares and Costly Equipments

We have necessary expertise and infrastructure to design and manufacture all (imported machines, equipments and spares in any engineering field, stated above.

We have design and drawing office at our works. Reputed consultants in specific field are also on our contract list. Besides the company is headed by technocrats.

For further details contact :

**R. I. Techno Works,**  
14 A, Keshawji Nagar,  
Bhattipada Road,  
Bhandup (West),  
Bombay-400 078.  
(INDIA)

	<p><b>SLOTTED ANGLES STRUCTURES</b></p>
	
<p><b>RACKS, STORE BINS MEZZANINE FLOORING</b> 45, Kapadia chambers, Broach st., Bombay-400 009. Tel: 326535 • 336415 Factory: W-88 A, M.I.D.C., Tarapur, Boisar, Dist. Thane.</p>	



**'Clinch Anchor' :** is the fast fixing device for all types of structurals, plant & machinery, powerlooms, control panels, pumps, motors, false ceiling, auditorium chairs, pipe lines, partitions, exhaust fans, door & window frames, cable trays etc. to Concrete and Brick work.



**'Clinch Anchors'** are available in M.S. S.S. or Brass. Under load, the specially threaded tapered NUT is drawn further into the expansion sleeve to develop greater gripping action against the walls of the hole. Also no fear of rusting as all the components are zinc Plated.

For further details contact :  
**Arrow Enterprises,**  
25, Shiv Shakti Industrial Estate, Kurla Andheri Road, Saki Naka, Bombay 400 059.

Shah Brothers manufacture and exports quality engineering goods, cosmetics & other products.

**Pneumatic Hand-Sprayer :**  
An ideal sprayer for domestic spraying, and for wettable insecticides and fungicides. All parts are of brass. It has a fuel spray nozzle for instantaneous spray control by thumb pressure and weighs only 1.25 kg.

**- Pressure Lantern :** Attractively designed with strong construction and manufactured from best quality raw materials under expert supervision with latest scientific methods. Each and every part of the lantern is carefully tested to the satisfactory standard with actual performance test.

**Kerosene Pressure Stove for Cooking :** Brass Pressure Stove with silent and roaring burner and powerful pump with internal valve. Pressure tested to 36 lbs/Sq. inch or 2.5 kg/Sq. cm. as per Export Inspection Council rules. Container is made of brass, highly polished, tin plated legs, top ring gold bronzed. Available in 4 sizes.

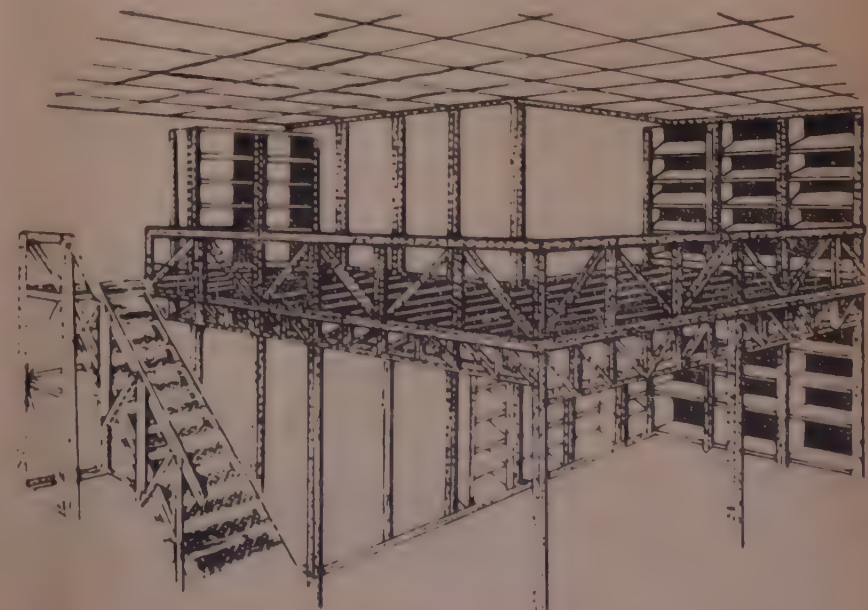
For further particulars please contact :  
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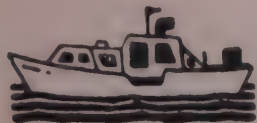




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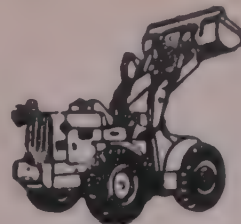
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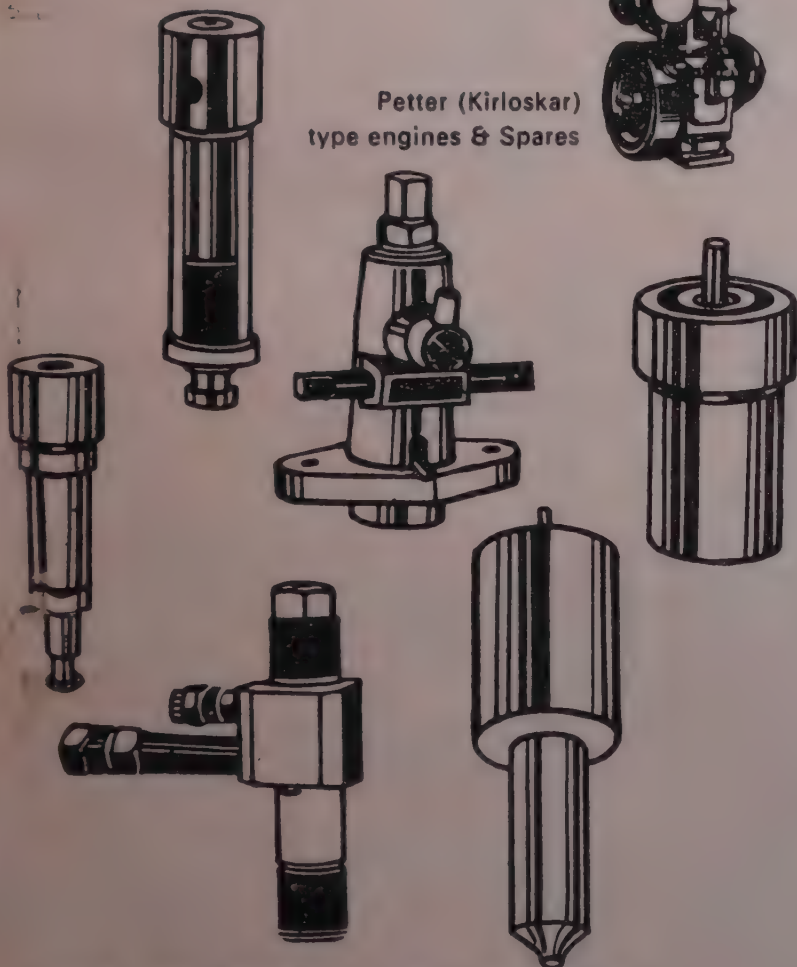
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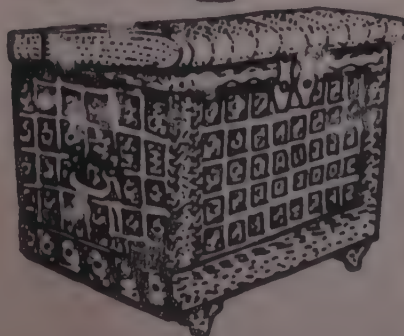
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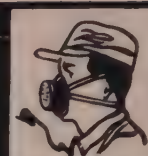
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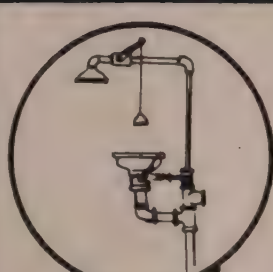
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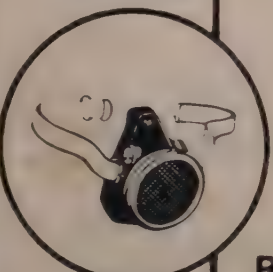
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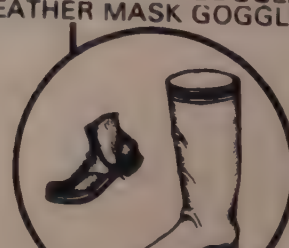


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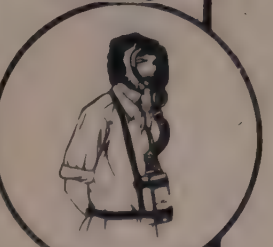
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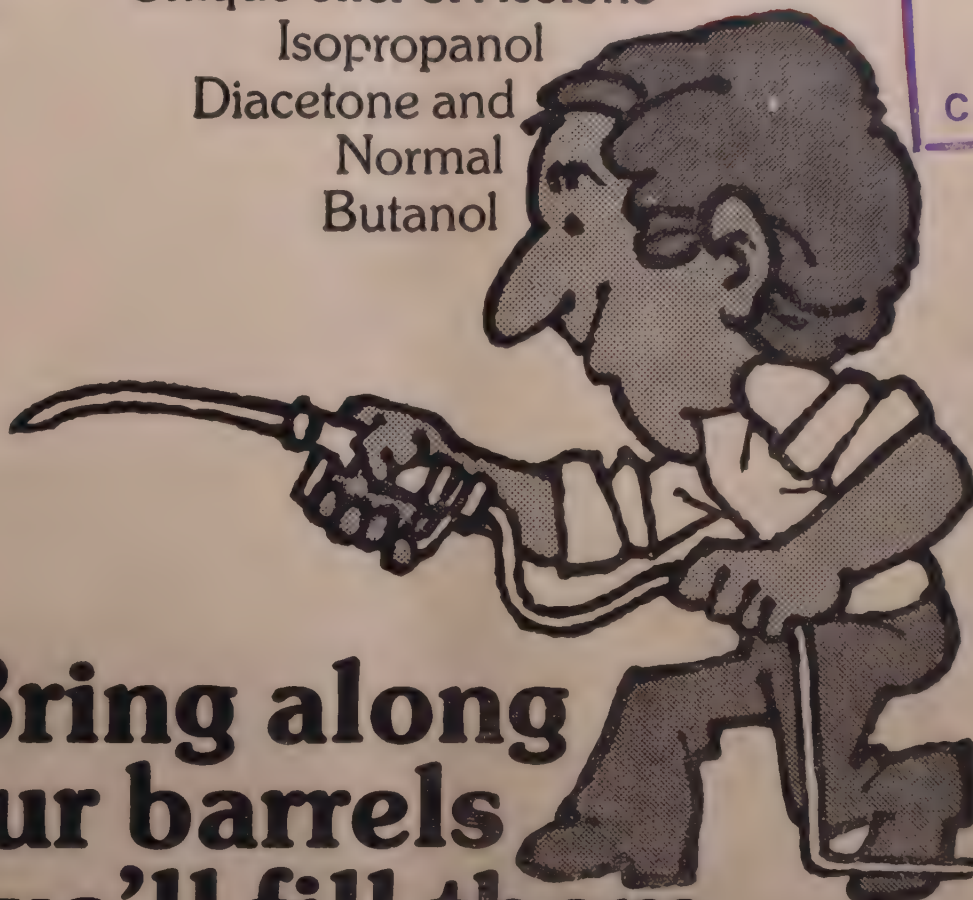


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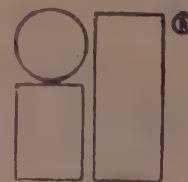
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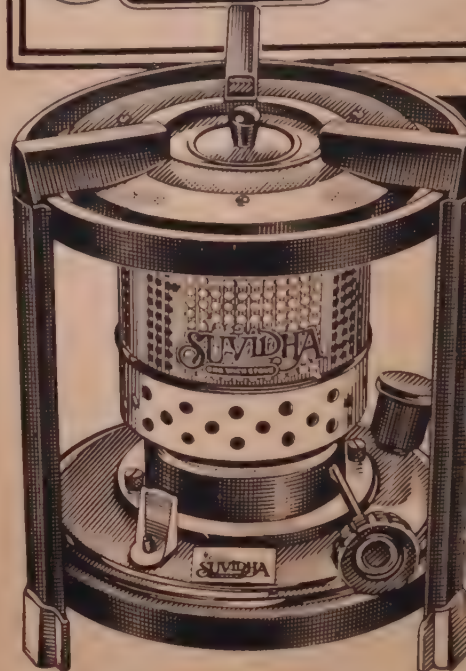


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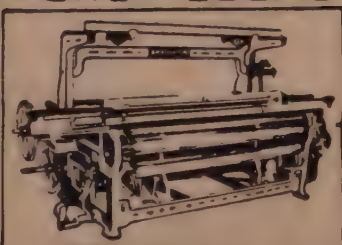
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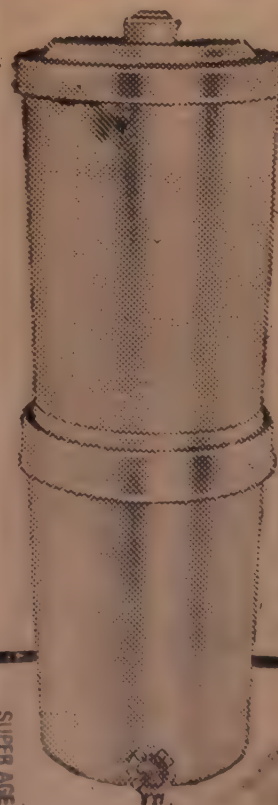
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105/06, Swadeshi Market, Kalbadevi Road, BOMBAY-400 002. Gram : 'CURIOUS' Tel. : 315608

### Branch & Export Dept. :

54, World Trade Centre, Cuffe Parade, BOMBAY-400 005. Tlx. : 011-6846 WTC IN/SHARDA-279 Tel. : 212016/219191 Ext. 279



**Liner, Piston Rings, Valves, Gaskets, Bearings. Export Division : 25/27, Dr. V. B. Gandhi Marg, Post Box No. 1261, Bombay 400 023. Gram: Enliner. Phone: 222520. Res: 5124589. Factory: Gondal Road, Rajkot 360 002. See Advt.**

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## Engineering Goods & Machinery

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ma bells, hooters, buzzers. (D)

**Janak Manufacturing Works, Opp. Indian Oil Depot, Antop Hill, Wadala East, Bombay 400 037.** Exporters of Folding Beds and (D)

**Liberty Exports Pvt. Ltd., 94, Alliance Building P.O.B. 3203, Nagdevi Street, Bombay 400 003.** Export : Sanitary Pipe Nipples, B. S. & MM Bolts, Nuts, M. S. Machine Screws, Fencing & Wire Netting, Agricultural Implements, Steel Wire Nails, Cast Iron Products, Building Hardware Materials, Galvanised Clamps & Hand Tools, Bakelite Electrical Accessories, Electrical Wiring Accessories, Brass Cable Glands and Conduit Fittings. (D)

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##### INDIA

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Brand French Coffee, Coffee Spices, Rice, Onion, Potatoes, Condiments, Vegetables and Marine Products and General Suppliers. Contact : N. J. Shah, Tel. Off. : 327763 Res. : Tel : 4936395. (D)

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K. K. International, G.P.O. Box 1929, 110-112 Bazargat Street, 2nd floor, Fort, Bombay 400 001. Phone: 269793. Gram : Bestomach, Telex 011-3216 Gaco — In. Exporters Of Perishables — Fresh Fruits & Vegetable Spices, Turmeric, Pulse Pickles, Papad, Indian Food stuff and General Items.

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#### INDIA

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(C)

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Curios, 14, Amarpali, Juhu  
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Exporters of brass artware,  
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ings on cloth, ivory, paper  
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wood-carvings, stone-carv-  
ings, old clocks, gramo-  
phones. (C)

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poration, 27, Ramanathan  
Road, Alagappa Nagar, Kil-  
pauk, Madras 600 010. Ex-  
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Jewellery, Imitation Jewelle-  
ry, Handicrafts and Soft-

wares. We will be glad to  
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sheet, Towels, Table Cover,  
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tion Jewellery, Bangles, Bone  
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ses, Belts, Shesham Wood  
Screens, Carvings, Toys  
Gift & Novelties. Jama  
Export Corporation, Post  
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artistic soft Character Hand-  
made Dolls in various Indian  
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Rajasthan Costumes. (C)

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dhi Galli, Swadeshi Mar-  
ket, Kalbadevi Road,  
Bombay 400 002. P.B. No.  
2833. Tel. : 257250. Grams :  
"Pushpjiwan". Manufactu-  
rers|Exporters of Fashion  
Fabrics, Garments, Scarves,  
Stoles, Made-Ups, Unique  
Fashion Jewelleries, Ladies  
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ivory, brass, wood, bone, lea-  
ther. See Advt.

Sharda Stores, 54, World  
Trade Centre, Cuffe Parade,  
Bombay 400 005. Tel. :  
212016, 219191 Extn 279. Ex-  
porters of Indian Handicrafts  
of Ivory, Horn, Bone, Rose-  
wood, Agate, Handlooms,  
Leather Items, Lac decorat-  
ed items, Silver Filigree Jew-  
ellery, etc. See Advt.

Wington Exports, 6-43-(1)  
Ganapathy Street, Mercara  
571 201. Exporters of Car-  
damom, Pure Silk Fabrics  
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tion. (S)

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T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

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### INDIA

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harashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams: Charmodyog. Phones: 295186/297157/2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

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### INDIA

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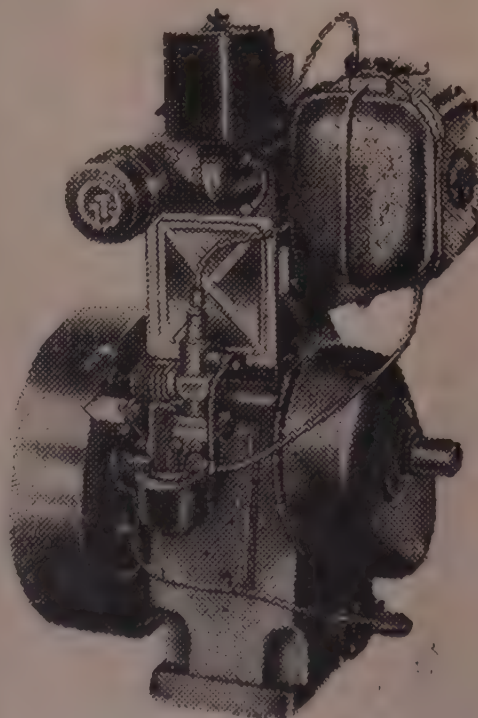
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0 028. Phones : Off : 4221-  
0. Res. : 6426021. Manu-  
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(D)

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wan, 17, Babu Genu Road,  
Princess Street, Bombay 400-  
002. Phone : 317150. Works :  
Khus House, Kannauj 2097-  
25. Phone : 117. Cable :  
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facturers and Exporters of  
Natural Indian Attars, Distil-  
lers of Sandalwood Oil, Na-  
garmotha Oil, Palma Rose  
Oil and other Essential Oils.  
(S-2)

Sorabji Nowroji & Co., 16,  
Horniman Circle, Bombay-  
400 023. Tel. : Office : 2929-  
37/43, 296346. Wholesale  
depots : 331275, 349293, 33-  
1033. Cable : Welfare, Bom-  
bay. The oldest and largest  
stockists and exporters of  
sandalwood, sandalwood oil  
and palmarosa oil. Manu-  
facturers of 'CROWN' brand  
Sandalwood oil. Export en-  
quiries Solicited. (C)

## Travel Goods

### INDIA

Sai Industries, 518, Loha  
Bhavan, Carnac Bunder,  
Bombay 400 009. Tel : 3228-  
38/338428. Manufacturers  
of 'Styles' Personal Bags  
that add more style to your  
lifestyle. (D)

## Water Filters

### INDIA

Goldring Consumer Pro-  
ducts, 3, Dr. Radhakrishnan  
Salai, Kalasapuram, Madras-  
600 004. 'Goldring' Stainless  
Steel Water Filter. (D)

Ravi Enterprise, 220 Ajay  
Service Industrial Estate, B-  
Anjirwadi, Mazgaon, Bom-  
bay 400 010. Manufacturers  
& Exporters of 'Welofil'  
Water Filter. (D)



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## Building Materials

### U.K.

Brickhouse Dudley Plc., 102 Dudley Road West, Tipton, West Midlands DY4 7XD. Interested in Indian products which relate to drainage (surface water and sewage) or to underground services (water, gas and electricity). (D)

## Chemicals

### NEW GUINEA

K. K. Kingston Pvt. Ltd., P.O. Box 1104, Lae, Papua. Distributors of various types of industrial and chemical products. (E)

### S. KOREA

Sam Yang Abrasives Co. Ltd., 754-1 Bong-dong, Youngchon City, Kyung-buk. Importers of : Fused aluminium oxide (brown), fused aluminium oxide (white), silicon carbide (black), silicon carbide (green). (E)

## Electrical & Electronic Goods

### SWEDEN

Letronic, Box 4012, 182 04 Enebyberg. Importers of Electronic & Electric Products. (D)

## Engineering Goods and Machinery

### ITALY

Italcuscinetti Srl. V. Le Resistenza 34/A, 42048 Rubiera (RE). Import : Bearings, Pillow Blocks, Industrial Chains. (E)

### PHILIPPINES

J. I. Mercado Trading, P.O. Box 4180, Manila, are interested to import Machinery for manufacturing leather belts. (E)

## QATAR

Al-Riyadh Trading and Cont. Co., P.O. Box 1174 Doha. We seek sole agencies for electrical and engineering goods, C. pumps, motors, Ac. Generators, etc. (D)

## S. KOREA

Dae Won Kang Up Co. Ltd; C.P.O. Box 2974, Seoul. Importers of : Leaf springs, coil springs, wire springs, rubber goods, axle shafts, stabilizer bars, seats, rail fasteners, tire chains, industrial blades, farming tools and parts, cutters. (E)

## Food Products

### MALAYSIA

Overseas Import & Export House Sdn. Bhd., No. 16, Medan Ramah, Happy Garden, Jln. Kucai Lana, 58200 Kuala Lumpur. Importers of pomfret fish, shrimps, prawn, shark fin and sea foods. (D)

## YEMEN ARAB REPUBLIC

Algeel Enterprise Ltd., Mr. M. S. Zagir, Post Box 2434, Sanaa. Interested to import to Yemen all kinds of foodstuffs, canned, tinned, packed and frozen : Dairy farm products, milk, cream, cheese, butter, Meat & Fish, ox, beef, chicken and lamb, cereals, vegetables, fruits, beans, oils etc. spices, cloves, delicacies etc. (D)

## Furniture

### SYRIA

Issam Al Monayer, P.O. Box 2406, Al Khobar 31952, Wish to import all kinds of furniture (home & office). (D)

## General Merchandise

### BENIN (WEST AFRICA)

Audeimpex S. A. R. L., B. P. 06455, Rep. of Benin. Importers of secondhand

shoes, clothing, and general goods. (D)

## CANADA

J. V. B. Imports|Exports|Canada, P.O. Box No. 145, Brossard, Quebec. Wish to import general merchandise (E)

McMurray Trading Co. 95, Roosevelt Drive, Waterloo, Ontario, Canada N2L 2N6. Import : hardware and various consumer products (E)

## CYPRUS

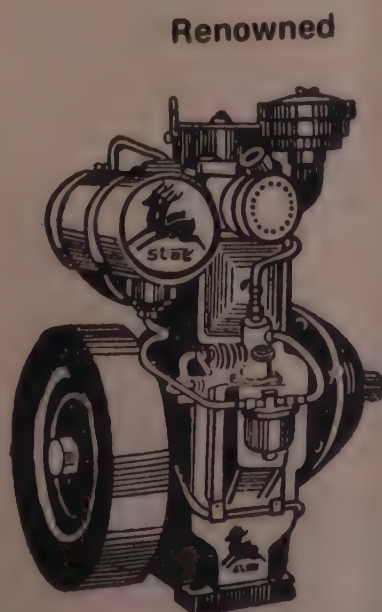
Laoura Baby Wear, 7, Miaouli Str., Paphos. Importers of baby wear, clothing, hats, handicrafts. (E)

## DENMARK

Algeel Trading Limited Inc. corporation, Post Box 1420, DK 2000 Copenhagen F. Importers of General Merchandise. (E)

## FRANCE

Bertrand Robert, 23, rue de Suede, 17000 La Rochelle. Import all types of products suitable for French market. (E)



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Christian Hugede; B. P. 6110, 14064 Caen Cedex. Import: all types of consumer products. (E)

F. Moulin, B.P. 27, 72190 Coulaines Saint Pavace. Importers of General Merchandise. (D)

J.L.D. Pub., Courlaoux, 39570 Lons Le Saunier. Importers of furnitures for hotels & restaurants, serviettes and napkins (paper and tissue). (E)

M. Galais Claudy; 1 rue Michel, 76290 Montivilliers. Import all types of products suitable for the French Market. (E)

Nedelle Loic, Kerandon N. 1, 29110 Concarneau. Import: all types of general products. (E)

Petrucchi, BP 6012 Villeurbanne Cedex. Import of General Merchandise. (E)

P. T. R. C. International, J. Deparis, 38 Rue Poussin, F 75016 Paris. Importers of General Merchandise. (D)

Peter Brecht, Residence La Grange-Guesnon, Banville par, F 14480 Creully Cidex D25. Importers of General Merchandise. (D)

POMAT Christine; Importers & Wholesale distributors in search of suppliers of suitable products. (E)

Quinson Joel, 61, Rue La-martine, 71 800 La Clayette. Importers of General Merchandise. (E)

Reiner Weippert, Rhons-trasse 17, 6400 Fulda. Importers of General Merchandise (D)

Y. Gaucher, 62, Ter rue Pierre Murard, 1000 Troves. Importers of General Merchandise. (E)

## GERMANY

Angelika Hielscher, Tra-gbare Kunst, Borbecker Strasse 94, 4330 Mulheim a.d. Ruhr 1. Importers of General Merchandise. (E)

Dickomeit OHG, Gelsen-kirchener Strasse 16, 2800 Bremen 1, wish to Import various types of Indian Products (E).

Goldbach International, Nickelsrass 25, 6467 Hassel-roth 1. Importers of General Merchandise. (E)

Rita Wohlfeld, Mittelst. 29, 2805 Stuhr 3. Wish to import the latest novelties in the market (E).

The Connection Group, Postfach 1222, 6500 Mainz. Importers of consumer products, crystal, ceramic, porcelain, household goods and general merchandise. Industrial Products (Washing Equipment, used automobiles, parts and other industrial goods). (E)

Versandhandel M. Vogt; Postfach 1219, 7692 Oberkirch, is looking out for new products. (E)

## HONG KONG

Mannifex Trading Co. Ltd. Rm. 1801, Po Sang Building, 33 Argyle Street, Kowloon. Import: General Merchandise. (E)

## ITALY

Ansaldo Transport spa, Direzione Generale, Via Nuova delle Brecce 260, 80147 Napoli. Importers of General Merchandise. (E)

## JAPAN

Hoyo Sangyo Co. Ltd. Kyodoo Building, 4-10, Higashi-Shinbashi 2-Chome, Minato-Ku, Tokyo 105. Importers of General Merchandise. (D)

## KENYA

Trade Traffic International Ltd; P.O. Box 90643, Mombasa. Import: General Merchandise. (E)

## MALAYSIA

Overseas Import & Export House Sdn. Bhd., 16. Medan Ramah, Taman Gembira, Jalan Kuchai Lama, 58200 Kuala Lumpur. Importers of General Merchandise. (D)

Victor Sanadon, P.O. Box 114, 89007 Keningau, Sabah, East Malaysia. Importers of Novelties and General Merchandise. (D)

Sykt Windland Enterprise, P.O. Box 1026, Sibul, Sarawak. Import: Spare Parts of Caterpillar/Komatsu, Household goods, Hardware, etc. (E).

## MAURITIUS

B. Z. Rujbaully Co. Ltd., Royal Road, Brisee Verdiere. Import: Towels, Bedspreads, Fashionable Garments, Bicycles, Motorcycles and their Spare parts. (E)

Purgas Trading, Chateau D'Eau Street, Port Louis. Importers of General Merchandise. (E)

## NORWAY

Egli Pedersen, Vakleivasen 164, N-5062 Bones. Importers of General Merchandise. (E)

## QATAR

Al-Nasr Trading Organisation, P.O. Box 28, Doha. Importers of General Merchandise. (D)

## SINGAPORE

Trade Spur Trading, Bedok Central P.O. Box 638, Singapore 9146. Importers of General Merchandise. (D)

## SOUTH AFRICA

James Sankar, Lot 2, Bleinheim Leguan, Fessequibo River, Guyana. Importers of attars, perfumery compounds, essential oils, agarbatties, incense sticks, incenses, dhoop, howan samagris, sindoor (Vermillion), Gogool (India) origin, frankincense, gum benjamin (loban), statues, Ram, Laxman, Sita, Hanuman, Saraswati. Imitation Jewellery. Bangles, Chains, Necklets etc. (D)

## TURKEY

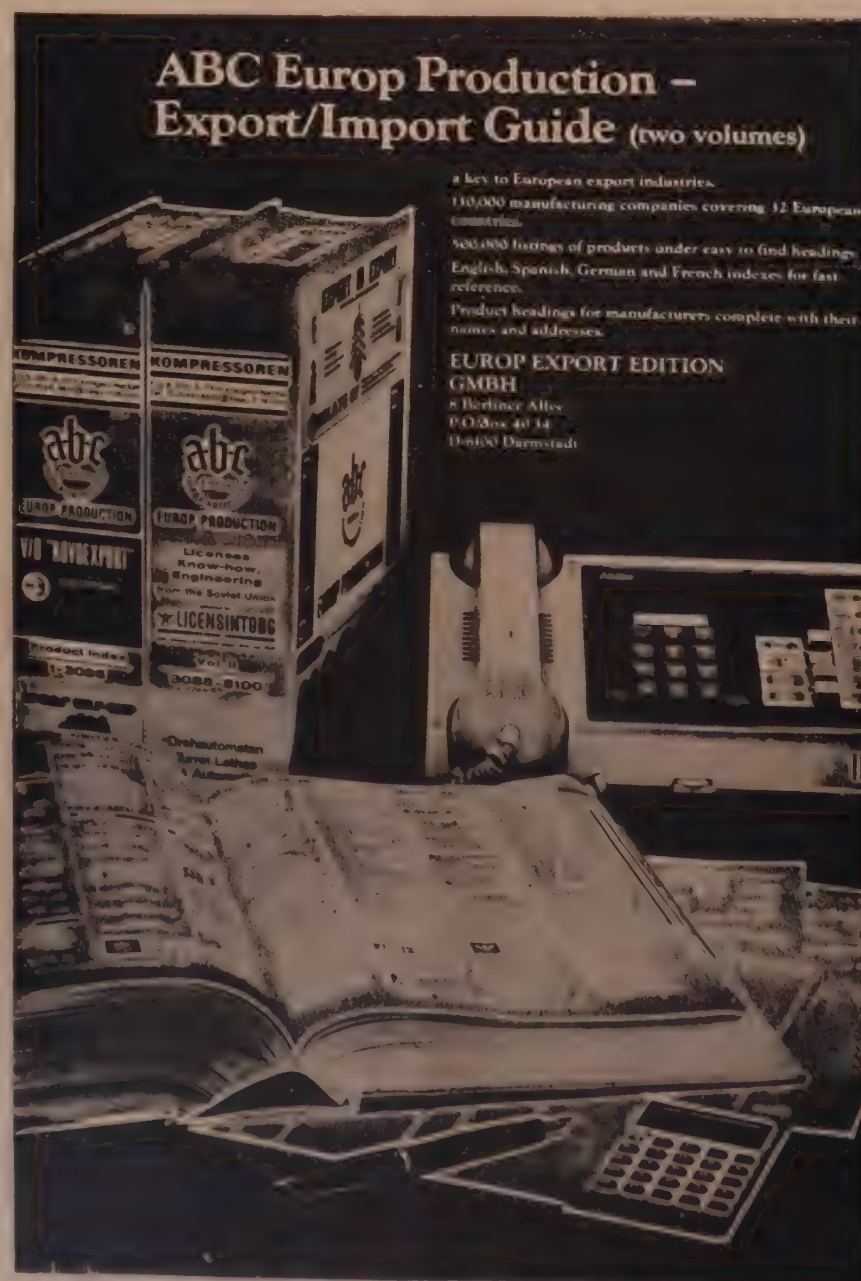
Teknik, P. K. 119, Koprubasi, Eskishir. Importers of General Merchandise. (D)

## U.A.E.

Bin Hameela Trading Est., P.O. Box 4650, Abu Dhabi. Importers of General Merchandise. (E)

## U.K.

Ana (UK) Limited Easter Lodge, Dixwell Road, Folkestone, Kent, England. Importers of General Merchandise. (D)





Carolgo Enterprises, 27, Plains Road Apts., Windham, Connecticut 06280-1314. Importers of General Merchandise. (D)

Dianna L. Young, P. O. Box 42712, Cincinnati, Oh. 45242. Importers of General Merchandise. (D)

Int. Enterprises, J. Keller, 608, Kingsland Ave., Suite 409, St. Louis, Mo. 63130. Importers of General Merchandise. (E)

James E. Mitchell Co. P.O. Box 6004, 1102 East 47th Street, Kansas City, Missouri 64110. We are seeking Petroleum Products, Precious Stones, Ships for scrap, scrap aluminium. (E)

Nilson's Investors League, 2911, 16th Street Suite 210, San Francisco, California 94103. Import: General Merchandise. (E)

Philip Bartosiecz, 5128 S. Keating Ave., Chicago, Illinois 60632. Import: General Merchandise. (E)

## Glassware

### YEMEN ARAB REPUBLIC

Saeed Mohamed Kaed Ab al, C. R. 1808, P.O. Box 3729, Hodeidah. Importers of 3.0 MM and 6.0 MM Glass Sheets (colored, colour figured and wired figured). (D)

## Handicrafts & Handloom Products

### CANADA

Belgo-Fisher (Canada) Inc., 5255 Ferrier St., Montreal, Quebec H 48 IL8. Interested to buy handicrafts. (D)

### FRANCE

Labru Conseil Distribution, Le Taros D'en Haut, Montbrun-Lauragais, 31450 Montgiscard. Importers of Novelty gift wares. (E)

### GERMANY (WEST)

Walter Marius Gardner, 14, Finken Strasse. 4133 Neukirchen-Vluyn, Importers of Arts and Crafts wares. (E)

## SINGAPORE

M. Z. Anika Agency, P.O. Box 2349, Singapore 9043 Importers of Gifts, Brassware, General Products suitable for mail order. (E)

### U.K.

Bead Games (int) Ltd., 236, Marston Road, Oxford-OX3 0EJ. Importers of all kinds of beads, embroidered motifs fabrics & beading, handmade cloth dolls, antique beads, jewellery & embroideries, patchwork textiles etc. (D)

Kumar Enterprises: 132 Shrewsbury Road, Forest Gate, London E7 8QB. Import: Handicraft|Papier Machie articles, Woodenwares, Brass|Copper artware. (E)

### U.S.A.

James H. Gainer, 4101 SW 122 ND Court, P.O. Box 650177, Olympia H. TS Station, Miami, Florida 33165. Importers of: Handicraft items. (E)

Joseph A. Dillman, 384 Old Conowingo Road, Conowingo, Md. 21918. Importers of gifts and novelties. (E)

## Jewellery & Gems

### THAILAND

Pramod Narayandubey, G.P.O. 2062, Bangkok 10501. Importers of artificial necklaces for ladies) for local market and re-export purpose. (E)

## Kitchenware

### BAHRAIN

Shalimar, P.O. Box No. 146, Manama. Importers of Kitchen Utensils & Households. (E)

### AUSTRALIA

Barac Giftware, 1123 Nepean Highway, P.O. Box 131, Moorabbin, Victoria 3189 Importers of: Handbags, leather fancy goods other than bags wallets etc.

## Miscellaneous INDIA

Start-Exports — You too can now become an exporter and earn thousands overnight. Our export plan explains everything. No investment, Free Booklet. Foreign Trade Development, 201, B. N. Chambers, R. C. Dutt Rd., Baroda 390 005. (S)

### U.S.A.

Export: Excellent line of used clothing, general merchandise. Import: costume jewelry, ladies' bras|panties, disposable lighters, sunglasses, hosiery, pens|pencils, general merchandise, mail-order items, advertising novelties. E. A. Mizdrak, 5630 West Wilson, Chicago, Illinois 60630 (USA). (D)

## Textiles & Clothing

### AFGHANISTAN

Moh. Asif, Zad-e-Maivand, P.O. Box 223, Kabul. Importers of Textiles. (E)

### FRANCE

Hoss-International, 75 A. Dillon Ave., Campbell, Ca. 95008. Import: cotton fabrics, cotton products (T — Shirts). (E)

### MAURITIUS

A. R. Azeer Co. Ltd., 12 Arnaud St., Beau Bassain. Import: Textile and General Merchandise. (E)

Piramide Factory (Prop. I. Jhummun); Bel Air Riviere Seche. Import: Towels and Fashionable Garments. (E)

Purgas International; Chateau D'eau St., Port Louis. We are looking for all kinds of Textile Fabrics. (E)

### SYRIA

Ikhwan Business Management, P.O. Box 888, Homs. Import: Textiles. (E)

### U.S.A.

Fabri-Centers of America Inc., 23550 Commerce Park Road, Beachwood, Ohio 441-22. Wish to import all types of fabrics. (D)

Global Imports; 106 Gardenia, Columbus, Mississippi 39701. Importers of silk scarves, belts, clothes. (E)

## Pharmaceutical Machinery

### MALAWI

Sciencetech. P. O. Box 51385, Limbe. Importers of pharmaceuticals | chemicals laboratory equipments. (D)

## Toiletries

### WEST INDIES (FRENCH)

Ste La Rosee Dietetique, Centre Commercial De Bellevue, Corniche No. 4, 97200 Fort-De-France. Import: all types of Indian cosmetics and toiletries. (E)

## Toys & Games

### CANADA

Double "J" Speciality Products, 31, Edith Ave., Toronto, Ontario M6P 3T5. Importers of puzzles, sundries, small wares, plastic articles, novelties etc. (E)

## Travel Goods

### FRANCE

Vossac S. A. 210, Avenue Pierre Brossolette, 94170 Le Perreux. Importers of bags of all kinds, sport, shopping, travel, ladies bags etc. (D)

## Wood Products

### SYRIA

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## BANGLADESH

N. Islam Enterprise (Pvt.) Ltd., Aligarh House (1st floor), 146, Motijheel Commercial Area, Dhaka. Importers, Customs Clearing & Forwarding Agent, General Order Suppliers (D)

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Agbai Oji Kalu, B. P. 06-1839, P.K. 3, Cotonou. Importers of Rice and Tomato Paste, Jewellery and Stationeries, Hot Drinks & other Food Items, Occult deals and Talisman of all types, Garments, Men's & Ladies Shoes, etc. (E)

Okonkwo N. Kalu, B.P. 03-0687, Jericho, Cotonou. Importers of garments:—ladies' agents and children's wears, towels, bedsheets, wines, wall-clocks, radio-cassettes, shoes, watches, textiles piece goods etc. (D)

## CAMEROON (REP. OF)

Ets. J. Azuh Import Company DLA; G.P.O. Box 3276, Bonanjo-Douala. Importers of: Garments. Underwears, jeans and jackets, toys, textiles, decorative items, silver plates. (E)

Sami Electrical Consultants; House No. 7, Street 6, P.O. Box 86, Tiko, South West Province, Import: Electrical Equipments and Accessories. (E)

## FRANCE

John Viconte International, 100 Galerie de L'Arlequin, 38100 Grenoble. Wish to establish contacts with manufacturers/exporters in India of General Merchandise. (E)

## GERMANY (WEST)

Peter Michael Sauer & Co., Woertherseestr. No. 6, 6200 Wiesbaden. Seek sole agen-

cies but are also interested to purchase on our own account. We are interested in importing/representing in various European countries and the United States of America primarily tea, spices and handicraft products and general merchandise. (D)

## GHANA

Linkway Commercial Agencies, P.O. Box 4983, Accra. Importers of General Merchandise. (D)

Nana Kwamena Nkumah, P.O. Box 683, Town Oguua, Importers of bicycles, toys of all kinds, textiles, garments, shoes, sunglasses, hats and caps, leather and plastic goods, sound systems, electrical goods, stationery, kitchenwares, car parts, watches, gift items, sporting goods, bags of all kinds etc. (D)

## INDIA

Empire Exports, 340 Sir J. J. Road, Warden Building, 4th Floor, Above State Bank, Byculla, Bombay 400 008. Phones: 393121/22/23, 8992-54/392855. Cable: EMPIRE-XPO. Telex: 11-75770 ANAJ IN. Manufacturers contact for Silk/Cotton Garments, Sarees and Scarves — Plain, Printed and embroidered. Disco dresses, Blouses and Skirt — Blouse sets. Leather Briefcases, Handbags, Gloves, Wallets and Garments. (S)

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tact us so we represent them in India. With our International Import/Export network we can organise third country trade also. Regarding Exports request genuine Buyers to contact us. We can be Buying Agents for Big Overseas Importers. Contact: Mr. K. S. Nanjappa, Planters International Co., 310A Commerce House, Nagindas Master Road, Fort, Bombay-400 023. India. Phone: 274-433. Telex: 011-6970 ADL-IN. (D)

ITALY  
E. A. C. S. p. A. Via Canova 18, 20090, Trezzano S/n,

Milan. Interested to contact manufacturers of table earth lamps, lighting fittings, torches and similar products. (E)

## KUWAIT

Al-Baldani Trading & Contracting Est.; C. R.: 9793-AL AWQAF — Complex-Tower No. 15, 5th Floor, Office No. 9, P.O. Box 1094, Safat. Import all types of General Goods. (E)

International Trade & Contracting Co., P.O. Box 22573, Safat, Import: electrical goods, readymade garments, stationery toys and household articles. (D)

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## MAURITIUS

Maurimpex Co. Ltd., P.O. Box 196, Port Louis. Import: General Merchandise (E)

Purgas International, Chateau D'eau Street, Port Louis. Importers of General Merchandise. (D)

## NIGERIA

Makinde & Brothers, 29, Taiwo Street, Mushin. Importers of sport goods, footballs, boxing gloves, iron elements, incense stick, agarbattis, v-belts, imitation jewellery, neck beads, rubber balloons, toys, grinding wheels for shaping band saw blades, building materials, surgical instruments, hospital instruments, cutleries, etc. (D)

Multiplex Globe Limited, 45, Abeokuta Expressway, P.O. Box 2563, Apapa, Lagos, wish to contact Manufacturers of General Merchandise. (D)

Seven Continental Agencies Aba Ltd., 102 Cameron

Road, Box 3261, Aba. Import: Textiles, Garments, Pharmaceuticals, Cosmetics, Stationeries, Foodstuff, General merchandise, etc. (E)

Tao & Company, P.O.B. 122, Agege, Lagos. Import: All types of merchandise. (E)

## PAKISTAN

A-Z Trading Company (Private) Ltd., First Floor, Tibet Centre, M. A. Jinnah Road, Karachi 3. Importers & Manufacturers' Representatives of all types of Products. (E)

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Lonhoo Trading, Bukit Panjang, P.O. Box 52, Singapore 9168. Our firm is an importer & exporter in Singapore. Looking for contacts in India. (E)

## SRI LANKA

Inter-Tend Co., 127, New Chetty Street, Colombo-13, Importers of Sparts, dry fish, bombli (bombay duck), garlic, mache seeds, turmeric, beedi leaves, all kinds of

chemicals, textile machineries & spare parts. (D)

## TOGO

E. O. Ndukwe Associates, 15, Rue de L'Eglise, B. P. 3464 Lome. Importers of quality used clothings, electrical goods, household articles, radios, cassette tape recorder, readymade garments, luggages, suit cases, raw materials, watches, cosmetics, confectionery and general merchandise. (D)

Modifex Investment A. G., B. P. 3084, 49 Lome. Importers of General Goods such as Hospital Equipments and Pharmaceuticals, Fishing Nets, Garments, Shoes, Building Materials, Electric Bulbs, Tyres and Tubes etc. (E)

Qaitrabiz International Co., 26, Rue Kamina, P.O. Box 2835 Lome, Rep. of Togo. Mosquito Repellent Cream, Textiles, Wax Prints, Jewellery, Perfumes and General Goods. (D)

## TURKEY

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## U.A.E.

New Age Industries, Al Maktoum Street, Deira, P.O. Box 4396, Dubai. Aim to promote engineering goods of Indian origin. (D)

## U.S.A.

Zavco Enterprises Inc., P.O.B. 4707, N. Hollywood, Ca. 91607. Importers of General Merchandise. (D)

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Banik & Co., G.P.O. Box 894, Dhaka. Exporters of Medicinal herbs & crude drugs, spices, oil cake, postage stamps (used & unused), handicraft etc. (D)

## COLOMBIA

Industrias Metalurgicas Unidas S.A., "Imusa" Calle 51 No. 48-9 Piso 3°, Apartado Aero No. 12-37, Medellin. Manufacturers of kitchen utensils e.g. pans in several sizes and models. (E)

## CYPRUS

Ami Knitting & Clothing Industry Ltd., 4, Papaflessa Street, P.O. Box 1561, Limassol. Manufacturers and Exporters of baby & small children's knitwear pullovers and overalls. (D)

## PHILIPPINES

Teodoro Azada, P.O. Box AC-64, Quezon City. Exporters of basketwork, shell candleholders and lampshades, placemats, jewelry doormats, handbags, christmas tree hangings, handmade butterflies. (D)

## PORTUGAL

B. C. M. A. Ltda. Apartado 242, 2752 Cascais Codex. Telex: 13559 ALMEDA P. Exporters of Portuguese and European Goods — General Trade. (D)

## SINGAPORE

Rayco Rubber Manufacturing Co. Pvt. Ltd., 43, Dickson Road, Manufacturers & Exporters of rubber and

polyurethane piston seals, rod seals, back-up rings, collar sets. (D)

## TURKEY

Hapas Halk Girsimeri Pazariama A. S., 2, Tacocagi Cad. Urfali Is Hani, No. 4, Kat 1, Mecidiyekay, Istanbul. Exporters of glassware e.g. ashtrays, tea glasses, large glasses etc. (D)

Zetip Zeytinburnu Kom-bine Tekstil Fabrikosi A. S., Demirhane Cad. 219, Zeytinburnu, Istanbul. Manufacturers and Exporters of nightgowns/pyjamas. (D)

## THE NETHERLANDS

Dustar Supply and Trading Co. N. V., P.O. Box 315, 4870-AH Etten-Leur. Import-

ters of Azo Fire-Rescue Device — a safer escape route from the top. (D)

## URUGUAY

Manos del Uruguay, JC. Gomez 1240, Montevideo. Manufacturers & Exporters of knitted and woven garments, jackets, cardigans, vests, pullovers, shawls, skirts, capes, hand-knitted hand-woven, 100% pure wool, hand-spun and hand-dyed. (D)

## ZAMBIA

Serious Ltd., Industrial Road, P.O. Box 90830, Luan-shya. Manufacturers of 100% cotton jeans, made of drill, satin or plain. (D)



# INTERNATIONAL MARKETS & ECONOMIES

The history of the Republic of France has been one of alternating between monarchy and a republic. After Charlemagne extended Frankish rule over most of Europe, France emerged as a successor kingdom. The French monarchy continued for more than a thousand years until it was overthrown and the First Republic proclaimed in 1789. This was followed by the First Empire under Napoleon (1804-1815); the Second Republic (1848-52) the Second Empire (1852-1870); the Fourth Republic (1871-1958); and the Fifth Republic from 1958 to the present.

Charles de Gaulle again became premier in 1958, during a crisis over Algeria, and obtained voter approval for a new constitution, ushering in the Fifth Republic. Using strong executive powers, he promoted French economic and technological advances in the context of the European Economic Community, and guarded French foreign policy independence.

France had withdrawn from Indochina in 1954, and from Morocco and Tunisia in 1956. Most of the remaining African territories were freed in 1958-62, but France retained strong economic and political ties with its former colonies. France tested atomic bombs in the Sahara beginning in 1960. Land-based and submarine launched strategic missiles were also developed. In 1966 France withdrew all its troops from integrated military command of NATO, though 60,000 remained stationed in Germany. De Gaulle died in 1970 but his poli-

cies were carried out by his successors until in 1981 Francois Mitterand, a Socialist was elected to the Presidency.

54.2 million with Paris being the capital city of 9 million people. Other leading cities are Lyons 1,170,000 and

rise to 75% by 1990 and already during the first four months of 1984 it has jumped to 62%. This follows Electricite De France's efforts to accelerate phasing out of fossil fuel-burning power plants so as to maximise capacity use of the nuclear network

Consequently France has succeeded in halving its requirements of crude oil from 2.8 million tonnes in 1967 to 1.1 million tonnes and most of this came from the Parisian oilfields in the Landes. There has been considerable development in the production of natural gas which has moved up to around 10,000 cu. metres per day. Natural gas and sulphur are produced in the region of Laqueuille in the foot hills of the Pyrenees Mountains which separate France from its southern neighbours — Spain and Portugal.

The principal minerals mined are in the nature of coal 18,757,000 tonnes in 1984, lignite 2.7 million tonnes, iron ore 32.5 million tonnes, bauxite 1,500,000 tonnes, potash salts 2,098,000 tonnes, pig iron 19,457,000 tonnes; crude steel 22.5 million tonnes, and aluminium 391,000 tonnes.

As for agriculture, of the total area of France of 54.2 million hectares, 17.4 million are under cultivation. Of this 1.2 million were under pasture, 1.2 million hectares under vines, 14.3 million hectares are forest and 8 million hectares are uncultivated land. The acreage of wheat is 4.2 million hectares and production 21 million tonnes. Rye acreage is 138,000 hectares and production 432,000

## REPUBLIC OF FRANCE

**Location :** France is bounded on the south by Spain, the Mediterranean and Monaco, on the east by Italy, Switzerland and West Germany, on the north by Belgium and Luxembourg, and on the north west lies the English Channel and on the west the Bay of Biscay, which leads to the Atlantic Ocean. The population is

Marseille 1,070, 912, Lille 935,000, Bordeaux 612,456, Toulouse 510,000 and Nantes 453,000.

**Natural resources :** France has the highest percentage of nuclear-generated domestic electricity in the world 48% in 1983 against 17% for Britain and 13% in the United States. This share is due to

<b>Location</b>	:	France is bounded on the North West by the English Channel (La Manche), north by Belgium and Luxembourg, east by the Federal Republic of Germany, Switzerland and Italy, south by the Mediterranean (with Monaco as a coastal enclave), south-west by Spain and Andorra and Portugal and west by the Bay of Biscay leading to the Atlantic Ocean.
<b>Area</b>	:	543,945 sq. km. (181,302 sq. miles).
<b>Population</b>	:	54.2 million (1985).
<b>G.D.P.</b>	:	US \$ 432 billion (1984)
<b>GDP Per capita</b>	:	US \$ 8,032 (1984)
<b>Exports</b>	:	US \$ 45 billion (1985)
<b>Imports</b>	:	US \$ 43 billion (1985)
<b>Currency</b>	:	The unit of currency is the French francs £ 1 = 11.45 francs US \$ 1 = 8.2 francs
<b>Language</b>	:	The official language is French.



tonnes. With barley acreage is 2.9 million hectares and production 11.4 million tonnes; oats is 611,000 acres and production 2.1 million tonnes. Potatoes produced total at 7.4 million tonnes from 269,000 hectares. Sugar beet area is 556,000 hectares and production totals 24,888,000 tonnes. That of maize is 1.8 million hectares and production totals 9.4 million tonnes.

But despite these figures, practically no month has gone this year without some protest, at times violent and massive by the powerful French farmers' lobby. At the root of the problem is the Common Agricultural Policy (CAP) in general and the European milk lake and butter mountain in particular. Although the French agricultural minister has argued that he had negotiated the best possible deal at the EEC meeting in Brussels and that "milk is not the same as steel," farmers have greeted with alarm the reduction and imposition of production quotas decided in Brussels.

Under the latest agreement, French milk producers will have to cut production by 1 million tonnes annually. For many of the more than 400,000 milk producers this will cause hardships because the new EEC farm prices will not offset the rise in production costs. Many farmers say that only by continuing to increase the productivity of their cows and hence volumes can they compensate for the acceleration in production costs and animal feed.

Moreover, many milk producers in Brittany are members of a young and dynamic group of farmers who have taken considerable financial risks by indebting themselves heavily. To offset the impact of the reduction in milk production, the French Government has budgeted nearly FFfr 1 million in aid to milk producers this year. It is also trying to

encourage a greater concentration of milk production towards cheese and other fresh products away from butter and powdered milk.

But if milk and the farmers have spearheaded the protest movements in the French farm sector this year, other aspects of the CAP and French domestic policy have provoked the anger and alarm of other farming groups. Although farm production in France continued to be sustained last year and declined only 0.1% from the extremely high levels of 1984, agricultural prices increased by an average of 9.1% while production costs rose by an average of 9.7%.

Moreover average farm incomes declined by 3.1% last year as compared with the previous year when they had increased by as much as 8.1%. Not all farm businesses were hit. But like milk producers, cattle and pig farmers also suffered the impact of higher animal feed costs exacerbated in the case of imports by the decline of the French currency against the US dollar. But if these farmers have fought to recoup their costs and make ends meet, vegetable and wine growers have been watching with anxiety the negotiations over the enlargement of the European Community to embrace Spain and Portugal.

**Industries:** Of the difficult choices that faced the French Government at the beginning of 1984, the restructuring of the coal and steel sector seemed the most difficult.

Charbonnages de France, (CdE), the state-owned coal group, cost the government in subsidies and losses FFfr 7.2 billion in 1983. The two state-owned steel groups, Usinor and Sacilor, ran up a combined deficit of FFfr 10 billion bringing their cumulative losses since 1980 to FFfr 29 billion, reminiscent of the losses sustained by the Indian public steel sector.

The Communist-led CGT Union is deeply entrenched in both the coal and steel sectors and is committed to raising output by reducing imports. The Socialist government of President Francois Mitterrand in the euphoria of taking office in 1981, promised to raise coal output to 30 million tonnes a year by the end of the decade from 20 million tonnes at the time and to increase steel production to a level of 24 million tonnes from the existing level of 21 million tonnes.

In the coal industry, the decisions announced by the Chairman of CdE, provide a medium-term framework similar to that chalked out by the previous government headed by Raymond Barre. According to this output will be steadily cut from the 1983 level of 18.3 million tonnes to 10-13 million by the end of the decade. The workforce of 57,000 will be cut by over half over the next five years through early retirement or redeployment to Electricite de France (EdF). The Government has agreed to maintain the state subsidy at the rate of FFfr 6.5 billion per year — the 1983 levels — in constant terms throughout this period. It has also insisted EdF's arm to increase purchases of coal from Charbonnages.

The French government has realised that the extraction costs of coal are very high by international standards and also vary widely from area to area. The average cost of extraction per tonne in France is around FFfr 633 as compared with an average price of imported coal at FFfr 450. But at the end of the five year period the Chairman of CdE expects his company to stand on its own feet by diversifying into an international energy company.

In the steel sector the medium-term outlook is less clear. Output is to be maintained at about the level of 1983 which is 17.5 million

tonnes with a cutback of about 25,000 jobs from the existing workforce of 90,000. However, this may not be enough to reduce France's excess in flat products (sheet metal, coils). The French government also decided not to go ahead with the mammoth steel plant at Gandrange (FFfr 1.5 billion) and went instead for more flexible steelmaking units. It also represents a further concentration of French steelmaking capacity on the coastal plains of Dunkirk and Fos at the expense of Lorraine which depends on high cost local ore.

The only major steelmaking operation in Lorraine will be Sacilor's Sollac division which makes sheet metal — much of it going to the nearby West Germany car market. The Neuves Maisons steel mill is to be shut, and at Longwy there will be a partial switch from smelting shops based on local ore to electric arc furnaces fed by cheaper scrap metal. The two steel groups have jointly turned their engineering steels division into a subsidiary. Their long products divisions have similarly been merged. And this is only the beginning of the Government's policy of having one unified unit similar to British Steel.

The French motor industry is perhaps the cause of a major industrial turmoil in France. Though the French motor industry put up a great show at the Grand Palais in January 1984 with a display of 200 models of French cars (starting with a display of 200 models of French cars (starting with the very first one in 1884) and with displays of the latest electronic and robotic car making techniques, coincides sadly with one of the most difficult periods in the history of the industry. The French motor industry which is central to the country's industrial base and employing 800,000 people directly or indirectly, has seen its pro-



blems accumulate. The two big French car groups — the state-owned Renault and the Private Peugeot group — have overall, been losing ground to their international competitors. In the case of two of the Peugeot car marques, Citroen and Talbot, they are now fighting for survival.

But if the losses of the two car makers have continued to increase, the other components of the motor industry have also been hard hit. Perhaps the most important example is that of Michelin, the pioneer French tyre company and the world's second largest after Goodyear, USA, has had to reduce its workforce by 5,000.

The report of the Economic and Social Council, an authoritative French Government advisory body, paints a bleak and alarming picture of the French motor industry. Its performance has steadily deteriorated during the past six years. Since 1979 the French motor industry has lost market share both in France and abroad. French car makers who produced 3.3 million vehicles in 1983 including 2.96 million passenger cars sold 500,000 cars less in Europe in 1983 than in 1979.

Thanks to the far-sightedness and drive of French nuclear technocrats during the 1960s and 1970s — and the lack of administrative and judicial obstacles placed in their way — France now has an atomic energy industry which rivals the US in international competition. From its position of technological laggard in the 1950s compared with the wartime atomic collaborators, the US and Britain, France has leaped ahead to the forefront of nuclear development.

With 38 nuclear power plants installed (of which 30 are pressurised water reactors (PWR) although some are not fully operational and work ahead on another 24

PWRs started between 1970 and 1983, France's nuclear plant park is the world's second largest after that of US. Installed capacity in commercial operation at end-1983 was 25,650 Mw against 63,050 Mw in the US but ahead of the USSR with 19,280 Mw.

In electronics the French group of CIT Alcatel-Thomson ranks No. 5 in world telecommunications but the French government feels that it will not have sufficient financial muscle to take on giants such as AT&T unless a trans-national collaboration is arranged of the kind sought with GEC and Plessey of Britain. But despite this desire of the government, French companies find much easier to conclude deals with their counterparts in the US or Japan since these deals offer the more attractive transfers of new technology. The four state-controlled electronics groups, Compagnie d'Electricite (which is the major shareholder in CIT Alcatel), Thomson, Matra and Bull, have all stepped up their links with US groups but no group has succeeded in signing up a deal of the size and importance of that between AT&T and Philips, Holland and Olivetti, Italy.

As for computers the state computer group Bull faces competition from Hewlett-Packard, Control Data, Rank Xerox and Digital Equip-

ment who have all said they are planning indigenous factories following the example of IBM which has four factories in France already.

In the TV cable industry France is already trying out optical fibre cables to provide sound and video services to 1,500 subscribers in the Biarritz area. This is to be expanded to the nation as a whole and is expected to cost around FFfr 45-60 billion.

France has also developed a company named Ariane-space which is owned jointly by France and a number of European shareholders to commercialise space launches. It has already seven successful out of nine launches into space.

France is also the leading partner in an aviation project with West Germany and other European countries to develop an commercial airliner to challenge the US Boeing Company's supremacy in this field. The two models of the Airbus A300 and A310 have been instant successes and backed by aggressive marketing has invaded the field and has cut into Boeing's share of the commercial airline industry worldwide.

**Economy:** Since bringing in austerity measures in March 1983, the Socialist government has stuck to its economic priorities of bringing

down inflation and reducing the trade deficit. There is no sign of any significant change in course notwithstanding the pressure from the Socialist Left and the Communists for fresh retaliatory action.

But with a more favourable international environment and an increase in industrial investment, the French government is now looking for a pick up in economic activity from this year to an improvement in living standards. After two years in which household purchasing power has been stagnant or negative the government anticipates a modest 1.6% growth in real incomes in 1985 in advance of the legislative elections for this year.

The budget for 1985 has shown a tight clampdown by the government on expenditure. In addition the expenditure cuts must allow for cuts in taxation totalling FFfr 70 billion to give proof that the Socialist government is determined to halt the increase in taxation and social security contributions as a proportion of GNP (gross national product). In 1983 this figure had risen to 44%, one of the highest in the world.

As a result of these stabilisation policies, inflation had fallen on a year-to-year basis to 7.7% in May 1984 from 9.3% at the end of 1983 and 9.7% at the end of 1982. The

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inflation further fell to 6.5% by the end of 1984 and then to 5.5% by 1985-end. As a result the differential in France's rate of inflation with other seven members of the OECD economies, has narrowed to 3.1%. This has contributed to the stability of the franc which has not been realigned with the EMS since March 1983.

The trade deficit has also been falling from FFr 102 billion in 1982 to FFr. 58 billion in 1983 and to FFr 25 billion in 1984. And in 1985 the provisional figures for 1985 say there is a surplus of FFr 11 billion.

On official statistics, the foreign medium and long-term debt expanded from FFr 187 billion (\$ 32.8 billion at the prevailing rate of exchange) at the end of 1981 to FFr 451 billion (\$ 53.6 billion) at the end of 1983, much of the increase is due to the strengthening of the dollar.

Because of this backlog of debt, and as a result of anticipated new commercial borrowings of over FFr 60 billion a year between 1984 and 1987, the government expects the repayments on capital and principal will rise from FFr 56 billion in 1983 to FFr 119 billion by 1988.

To finance the interest payments and stabilise the over all level of the debt, the government is thus projecting that the current account will move into surplus in 1985 and achieve an average FFr 30-42 billion surplus in the years 1986-1988. According to a variety of scenarios prepared by the INSEE, French real GNP is likely to rise on average between 1.5-2.4% over the 1984-1988 period, with the most probable growth rate being in the 1.8-2.0% range. On this basis, unemployment will rise to over 3 million by the end of President Mitterand's presidency.

**Export:** The comparative cheapness of French N-plant construction cost — around

30% below those in West Germany, for instance, according to EdF estimates — is also a major trump card in the French industry's attempts to gain ground on the international markets.

France opted for an American based PWR design at the end of the 1960s — following long drawn out squabbles whether to choose the "indigenous" French natural uranium, gas-cooled reactor type as the basic model for the N-programme. So, ironically, France grew towards nuclear independence as a licensee of Westinghouse, USA, which owned an initial 45% stake in France's PWR construction company Framatome (now owned 50% each by the Commissariat a l'Energie Atomique and Creusot-Loire). Since 1982, Westinghouse's residual stake in Framatome has been sold and the licensing accord has expired. The first "all-French" PWR, built at Chooz in the Arden-

nes — where two 1,450 Mw units are planned, is now at an early state of construction. Framatome also hopes for two 900 Mw units at the long-discussed Guangdong power plant in China.

The most tangible sign of France's boosted nuclear muscle comes not on the dormant international reactor buying scene but on the market for fuel cycle services. Cogema, the nuclear fuels subsidiary of the CEA, has wrested commercial superiority away from the US in the crucial area of uranium enrichment. It has become the world's largest natural uranium producer, controlling 20% of the West's production. It has also built up a competitive lead in the controversial business of nuclear fuel reprocessing to produce plutonium.

Cogema in 1983 exported 38% of its turnover of FFr 17.6 billion. Cogema has succeeded in forcing the US

Department of Energy to reduce its own charges for enrichment contracts and added five new US utilities to its list of clients for enrichment and other services. Cogema will as soon as US restrictions are eased leap into the lion's den and pick up lucrative US business from under the nose of the government which once held the world's nuclear monopoly.

Other exports are of cars, the Mirage fighter, the Exocet missiles and the Airbus commercial airliner. France also exports the rare wines and is world's leading producer of Champagne for the world. West Germany is France's largest trading partner.

**Trade with India:** India has been fortunate in trading with France. The Mahindra group's jeeps were rejuvenated by the use of the Peugeot diesel engine from France under licence manufactured by Mahindra. The French have also helped the Indian bearings industry by transferring technology. Now the Airbus has been purchased by Air-India and Indian Airlines and this has helped to reduce India's needs for hard currency. The French have long been in India and the great J. R. D. Tata grew up a Frenchman and served in the French Foreign Legion before coming to India to serve the House of Tatas.

India and France have strong cultural ties and India's need to be self-sufficient in the nuclear technology will find a responsive chord from French leaders who have succeeded in turning the tide against US domination in this field.

Peugeot has also transferred technology for the manufacture of its mopeds with its engine, which is also being fitted to the Honda scooter being manufactured by Honda in Europe, to Chaudhary Mopeds, Mysore, a Mehta group company which until then had gone for Japanese technology.

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# INTERNATIONAL TRADE NEWS & NOTES

## GPTS TO TAKE EFFECT IN 1987

The Global Preferential Trade System (GPTS), approved recently by about 50 third world nations; will begin to operate next year, in place of protectionist practices of the industrialised countries.

The Brasilia Act signed by 51 of the 127 nations in the Group of 77, makes trade and co-operative negotiations possible among developing states in Asia, Africa and Latin America.

The new system is based on the principle of mutual and equal benefits for all participants, taking into account their respective levels of economic and industrial development.

The signatory countries have populations of two million, one-third of world trade and annual exchanges estimated at \$ 700,000 million.

Paulo Nogueira Batista, president of the GPTS negotiating committee said it will discuss duty reductions, product by product, on different export articles that interest participating countries.

According to the spirit of the Brasilia Act, there will be a general duty reduction consistent with a preferential margin concession that could reach 100 per cent, he said. There will also be cuts or reductions in non-tax barriers on mutual trade.

The new third world agreement will pay special attention to the relatively less developed countries. As a result, it will strengthen the developing countries' negotiating capacity and international trade as a whole.

The GPTS also aims to bring structural changes in the developing countries' economies to stimulate a demand for imports from more diverse sources.

## IMPORT-EXPORT BODY FOR TRADE WITH GULF COUNTRIES

China's Xinjiang Uygur autonomous region, bordering India, Pak-occupied Kashmir, Afghanistan and Soviet Union, has been permitted to set up an import and export corporation to conduct direct trade with the West Asian and Gulf states.

The ports listed for entry and exit include the Khunjerab pass crossings into Pak-occupied Kashmir, opened to third country nationals on May one in spite of Indian protests. Other points are Taerdat, where border trade was resumed with the Soviet

Union in 1983, and Hotan airport, which can accommodate large planes.

## EGYPT CUTS EXPORT OIL PRICES BY 50 CENTS

Egypt has cut its oil export prices for all varieties by 50 cents for the month of June, a senior oil ministry official said, recently.

The official, who demanded anonymity in compliance with ground rules, said the new prices went into effect from June 1 and would be reviewed at the end of the month or earlier if market development warranted.

The new reductions brought Egypt's top-grade Gulf of Suez blend to \$ 11.50 a barrel, Ras Badran to \$ 10.50 a barrel and Ras Ghareb to \$ 9.50 a barrel.

Egypt is not a member of the Organisation of Petroleum Exporting Countries. It

fixes its prices independently and a committee of experts reviews them periodically.

## EEC-EFTA ACCORD ON CUSTOMS SYSTEM

The European Economic Community (EEC) and the Geneva-based European Free Trade Association (Efta) have agreed to introduce a simplified customs system throughout Western Europe from January 1, 1988.

Agreement was reached recently in Reykjavik at a meeting of the Efta Ministerial council.

Negotiations will now start on ways of extending to the six Efta countries the "single administrative document", with which Brussels is proposing to replace in 1988 the complex and diverse customs formalities currently practised by the Community's 12 member states.

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# TRADE FAIRS & EXHIBITIONS

## THE 3RD BARCLAYS TECHMART 11-14 NOVEMBER '86

Techmart is unique in the UK — an event where buyers and sellers of all types of technology come together in a technology market place. Licensing, patents, joint ventures, acquisitions, Research and Development can all be explored at the highest level with key decision makers from the whole spectrum of industry and commerce.

Techmart '85 which was held 22-25 October was an unqualified success with 250 exhibitors including representation from Japan, the People's Republic of China, USA and Canada as well as Western and Eastern Europe. Over 70% of these exhibitors, delighted with results, have expressed their intention to participate in the 3rd Techmart.

For further details contact :

Exhibitions & Events Division, The National Exhibition Centre Ltd., Birmingham B40 1 NT, Tel.: 021-780 4171 Telex: 336635.

## GULF SAFETY, SECURITY, FIRE EQUIPMENT & ROAD SAFETY EXHIBITION

Two established British-managed exhibitions are to be staged together for the first time in Dubai, United Arab Emirates, October 26-29 1986. One of the shows has added another product category; both have proved attractive to worldwide exhibitors.

MERVAC '86 — the Middle East refrigeration, ventilation and heating exhibition — and the Gulf safety, security and fire equipment show will both be held at the Dubai International Trade Centre over the same dates in October. The latter show has had road safety added to its product profile.

The new product subject and exhibition combination have helped to attract exhibitions. The company has been managing Middle Eastern exhibitions for 11 years.

Exhibitors from the United Arab Emirates, other Arab countries, France, West Germany, the United States of America and Britain, for example, have taken space at the two shows. Others, from a similar range of countries, are showing interest or have reserved exhibition areas.

Included are many of the internationally-known giants of the industries covered by the exhibitions; companies which showed their products in Dubai or Jeddah, Saudi Arabia, at any one of the MERVAC or Gulf safety, security and fire equipment exhibitions which have been held in the Middle East since 1982.

For further particulars contact : Fairs and Exhibitions Limited, 51, Doughty Street, London WC1N2LB, United Kingdom. Tel : 01-831 8981 Telex : 299708 Efanee G.

## HARDWARE FAIR COLOGNE

The 18th International Hardware Fair — Tools,

Locks + Fittings, Building and DIY Supplies — will be held from Sunday, 8 March to Wednesday, 11 March 1987.

Cologne International Fairs has thus ensured that the fair will continue to take place around the beginning of March as requested by the majority of exhibitors and visitors. This also avoids the problem of the dates conflicting with those of other trade fairs, etc. The dates in early March are now

fixed, meaning that the fair will be held as follows in subsequent years :

- 19th International Hardware Fair, from 6 to 9 March 1988.
- 20th International Hardware Fair, from 5 to 8 March 1989.

For further details :

Messe-und Ausstellungs-Ges. m.b.H. Koln, Messeplatz, Postfach 210760 D-5000 Koln 21 (Deutz).

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# INDIAN EXPORT HIGHLIGHTS

## CARDAMOM

Cardamom exports from India during 1985-86 touched record 3210 tonnes worth Rs. 52.51 crore in foreign exchange, according to a Cardamom Board press release.

The previous highest export figure was 2,876 tonnes in 1978-79. In terms of foreign exchange earnings, 1985-86 comes after 1984-85 and 1978-79, during which the country had earned Rs. 64.81 crore and Rs. 58.35 crore respectively.

The middle east Arabian markets accounted for 83 per cent of India's export in 1985-86 followed by USSR with 10 per cent and Japan with four per cent. Among the middle east markets, Kuwait and Saudi Arabia imported 73 per cent of the total export from India.

Export of large cardamom produced in Sikkim and West Bengal has also set a record in the year 1985-86, according to the press release. Three hundred and seventy tonnes of large cardamom were exported during the year, earning Rs. 174.5 lakh.

The previous peak performance in terms of quantity was 367 tonnes in 1970-80 earning Rs. 71.6 lakh. The maximum export earnings from large cardamom recorded in the past was Rs. 116.5 lakh in 1984-85 when the country had exported 265 tonnes only.

According to provisional figures available, the total export of cardamom oil in 1985-86 was 851 kg. valued at Rs. 24 lakh. The total export earnings from both varieties of cardamom and

cardamom oil totalled Rs. 54.50 crore during 1985-86.

## JUTE

The USSR bought recently 9000 tonnes of jute goods comprising 4000 tonnes of hessian and 5000 tonnes of sacking at market prices.

Though by Soviet indent standards, the quality is not large, nonetheless, being close on the heels of the announcement of the government's shopping list for four months from May to August, even this small parcel is likely to tone up the market considerably. The jute market has started looking up following reports that output of jute goods in April had gone down by at least 10 per cent and in May the downtrend had intensified

Electioneering and the consequent political turmoil in Bangladesh has adversely affected production, distribution and marketing of jute goods there. The market trend was characterised by a cautious optimism.

The jute commissioner has announced that purchase orders would be fixed on mills on bale-to-bale basis. Out of the total allocation of 51,000 bales of B twills bags for May delivery, 40,300 bales earmarked for private sector jute mills would be linked to the purchase of raw jute on bale to bale basis. This implies that mills would be required to purchase one bale of raw jute as regards price payable to mills it has been decided that cost-plus price worked out on the basis of usual pricing formula

la would be reduced by 3.5 per cent for suitably compensating the indentors for the extra-carrying cost involved in such purchase.

## PLASTIC PRODUCTS

The export of plastics, linoleums and related products in 1985-86 increased marginally to Rs. 73.50 crores from the level of Rs. 71.21 crores achieved in the previous year. The Plastics and Linoleums Export Promotion Council had fixed a target of Rs. 78.50 crores for 1985-86.

During the year under review, the export of PVC leather cloth registered a substantial growth at Rs. 11.25 crores as against an export of only Rs. 1.40 crores in the previous year.

In the case of hand bags, purses and other PVC fabricated goods also the export has more than doubled at

Rs. 2.32 crores in 1985-86 from the level of Rs. 1.02 crores achieved in the previous year.

The export of plastic moulded luggage has more than doubled during 1985-86 at Rs. 3.43 crores from the level of Rs. 1.71 crores achieved in the previous year.

Another item which recorded a notable rise in the export during 1985-86 was video cassettes. The export of this item amounted to Rs. 6.13 crores in 1985-86 as against an export of only Rs. 3.74 crores in the previous year.

On the other hand the export of spectacle frames registered a sharp fall at Rs. 15.70 crores during 1985-86 from the level of Rs. 19.15 crores achieved in the previous year. Export of plastic electrical accessories also declined to Rs. 2.86 crores in 1985-86 from Rs. 3.22 crores achieved in the previous year.

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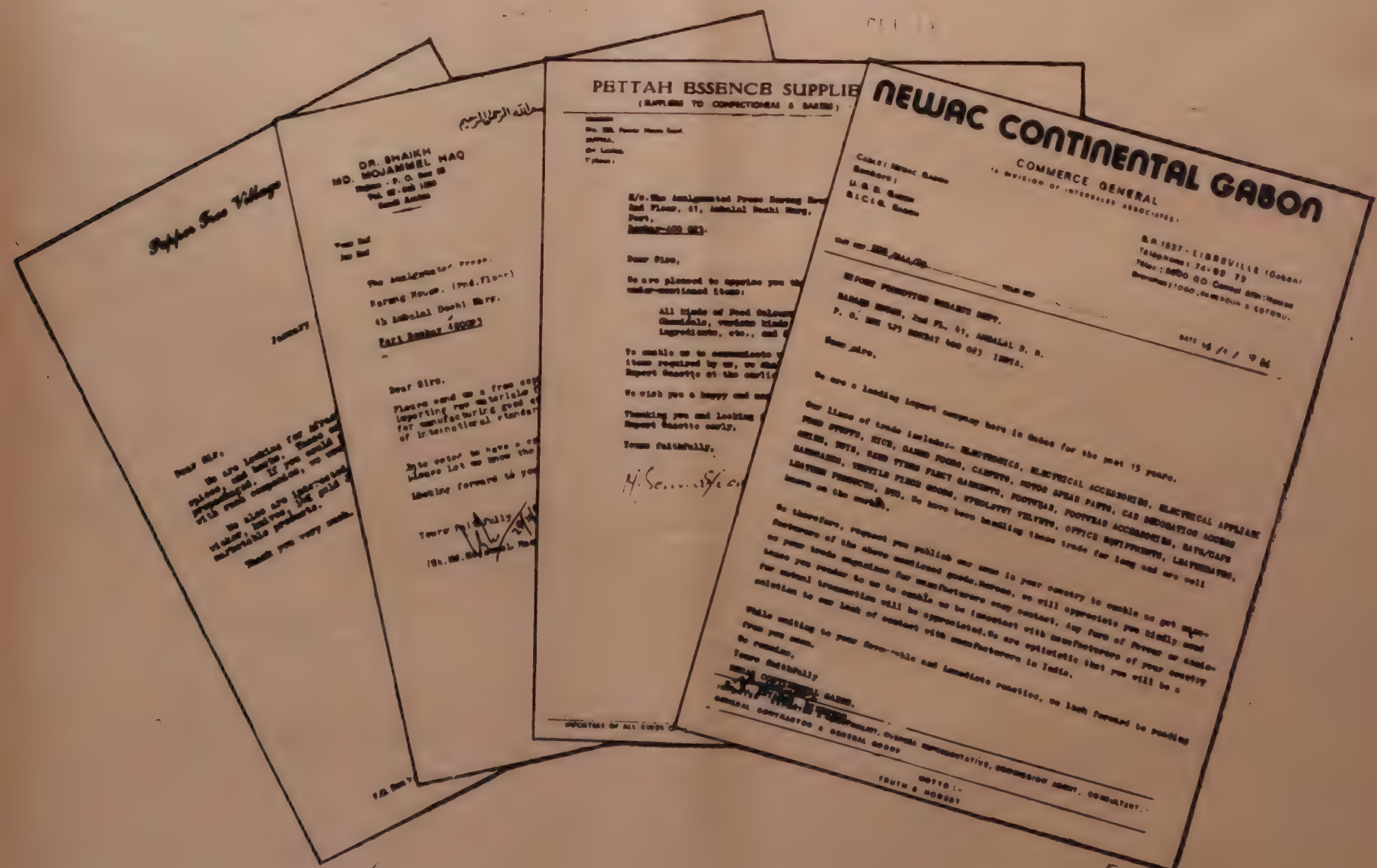
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# COMPANY NEWS & NOTES

## S. M. INDUSTRIAL MARKETING

S. M. Industrial Marketing P. Ltd. has bagged the export award for outstanding performance in export of textile processing and finishing machineries, for the year 1984-85. This award was presented to the Company by Textile Machinery Manufacturers' Association, Bombay.

Mr. Sampath Kumar, Managing Director of the Company, who received this award from Mr. Nadkarni, Chairman of IDBI recently informed that the company has an excellent order book position for exports and has got confirmed orders for exports worth Rs. 500 lakhs.

Apart from having prestigious orders from USSR worth Rs. 225 lakhs and from Bangladesh, Rs. 275 lakhs, the company expects to get sizable orders from USSR, Poland, Czechoslovakia, Bulgaria and Indonesia.

## P.E.C.

The Projects and Equipment Corporation of India (PEC), a Government of India undertaking, has finalised a deal for the sale of black and white television sets and electronic components to Zimbabwe worth Rs. 1.2 crores.

PEC Regional Manager B. S. Subnani said recently that negotiations were on for the sale of Indian coloured television sets. The deal is expected to be of value of Rs. 26 lakhs.

The PEC supplied Zimbabwe an assorted number of items like tractors, diesel engines and sewing machines last year worth over Rs. 1.34 crores. Orders have been

placed for various other products like three-wheeler scooters, photocopying machines and chemicals for the paint industry.

Both PEC and the State Trading Corporation of India have negotiated contracts for the sale of Indian cameras and photographic materials.

Items on the order list — worth Rs. 3.2 crores — include diesel engines, bicycle parts, jute cloth for carpet backing and chemicals for grain storage following ambitious plans by Zimbabwe to build silos after three years of fairly good harvests.

A major portion of the bilateral trade between India and Zimbabwe is being framed from the barter deal. Recently Minerals and Metal Trading Corporation of In-

dia Director Ganapathy was in Harare to negotiate further import of asbestos from Zimbabwe.

## P.M.T.

Perfect Machine Tools Ltd. (PMT), a Pune-based engineering company, has bagged a very big order for the supply of automatic turning machines to Iran in teeth of competition from Taiwan and South Korea.

The order is for the export of 100 single spindle, automatic turning machine, valued at Rs. 99 lakhs. This is a repeat order, since Iran had already bought 30 machines earlier. According to Mr. Sharad Desai, Executive Director of P.M.T. the company has also started exporting to Singapore and other Far-East countries.

He stated that the PMT Management has chalked out a concerted export boost programme and under this, it has offered the world renowned German firm, Traub, to manufacture on its behalf some of the components used by it, for producing turning and grinding machines. Mr. Desai said that the response from the German firm was encouraging, and as a first step, an annual export of Rs. 50 lakhs has been visualised. Traub had earlier partnered PMT in the manufacture of turning machines in India, and it is now offering technical know-how for sophisticated CNC tooling machine. Traub left PMT in 1978.

Mr. Desai stated that the annual turnover of the company during the current year would be Rs. 10 crores, which was Rs. 3.5 crores in 1978. "In next two years, the management expects this to double at Rs. 20 crores", he added.

## IRCON

Indian Railway Construction Co. (IRCON) has signed a contract with Bangladesh Government for the setting up of a prestressed concrete sleeper plant (metre gauge) at a cost of Rs. 2.73 crores.

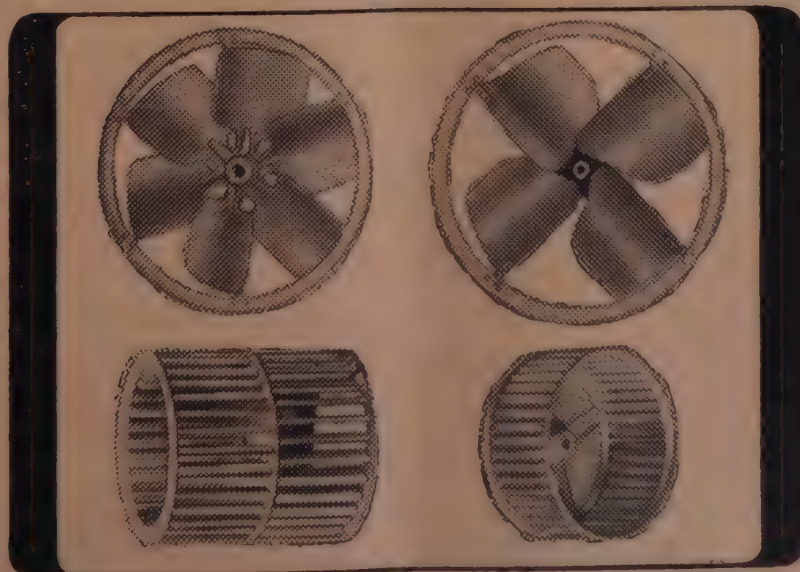
The work envisages the setting up of a concrete sleeper plant at Chatak Bazar in Sylhet district in Bangladesh with an annual capacity of producing 75,000 sleepers, according to an IRCON release.

Supply of all the equipment including commissioning of the plant will be done by IRCON.

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# BOOK REVIEWS

**THE EXPORTER**, 1st edition, published by The Federation of Malaysian Manufacturers, 17th Floor, West Wing, Wisma Sime Darby, Jalan Raja Laut, Kuala Lumpur 02-07, Malaysia. Price on request.

'The Exporter' is intended to serve as a trade promotion tool for Malaysia. The FMM, a national organisation of manufacturers conducts several activities in the area of trade promotion and this book constitutes one such effort.

Malaysia has traditionally been known to be an exporter of raw commodities, but with its industrialization policies it has successfully diversified to become a leading exporter of manufactured goods.

For the period of the Eighties, Malaysia has launched into the decade of heavy industries to create new engines of growth and to provide strong forward and backward linkages for the development of industries. Projects planned or being implemented include cement plants, sponge iron plants, a pulp and paper plant, a petro-chemical complex, an automobile plant and energy-related projects to service these industries.

Through the setting-up of secondary processing industries which are export-orientated, Malaysia would like to discard its traditional label as a producer and supplier of raw materials and instead, acquire a new status and im-

age as a producer and exporter of quality manufactured goods.

This publication is, therefore, planned to inform overseas markets of the range of manufactured goods Malaysia has to offer. With product listings and writeups of the more prominent industries, it is hoped that potential buyers will have a better perception of Malaysia, and the Sophisticated products it produces.

**STUDY ON BOOKS**, Published by The Trade Development Authority, Bank of Baroda Building, 16, Sansad Marg, P.O. Box 767, New Delhi 110 001. Price on request.

The study on books is based on desk research and discussion with Indian book trade and industry. The study, inter alia, covers status of the Indian industry, their problems, import-export policy, export incentives, India's export, export promotional measures, recommendations for development of export of books and publications. Besides, the study discusses world trade in books, its production, international prices, tariffs and major trade fairs and exhibitions on books and publications in the world. The Annexures in the report give statistical information on world book production, India's production of books, both language and subject-wise, international prices of various types of

books, India's exports and world trade.

Presently, there are about 12,000 publishers in India, besides 1,000 Government and semi-Government organisations and other institutions publishing books. The number of titles published during 1982-83 were 16650 compared to 16798 in 1981-82 and 17168 during 1980-81.

During 1982, USSR dominated in book production followed by USA, FRG, UK, Japan, France, Spain, Korea Republic, China, Canada, Netherlands, Italy, Switzerland, India. Thus, India ranked 13th in the world book production.

During 1982-83, export of books from India was of the order of Rs. 15 crores which increased to Rs. 20 crores during 1983-84 and further to Rs. 22 crores (estimated) during 1984-85. Major importing countries of Indian books are: USA, UAE, UK, Bangladesh, Saudi Arabia, Malaysia, Singapore, Bahrain, Oman, etc. India has also been able to make inroads into the North American countries because of very good editorial contents and production standard. Further scope exists in market like China, Australia, New Zealand, France and USSR.

It has also been observed that product quality and book designing are the most important factors which directly affect the exports of books. A journal of current Indian books in the form of

abstract, if mailed to select overseas Universities, public libraries and book-sellers all over the world, will create awareness about the Indian books in the foreign countries.

**COLOMBIA EXPORT DIRECTORY 1985-86** published by PROEXPO, Export Promotion Fund, Banco De La Republica, Calle 28, No. 13A-15, Centro de Comercio Internacional, Bogota, D. E. Colombia, No. of pages: 348. Price on request.

The directory is neatly printed and bound and divided into many sections.

1. At the beginning there are all advertisements.
2. Foreword and instructions on how to use the directory.
3. Tourist information in Spanish (page No. 29; English page no. 40).
4. Information on establishing commercial contacts through PROEXPO, additional information on the Fund for the promotion of Exports.
5. Alphabetical Index of Colombian Export Product.
6. List of Colombian Export Products according to Custom nomenclature.
7. Alphabetical classification of exporting industries.
8. Trade marks and Symbols.



9. Companies specialisation and know-how offered.
10. Publicity of enterprises giving services to exporters.
11. Publicity of Exporting Enterprises — classified in alphabetical order according to their name.

The 129-page study analyzes the market prospects for over 30 different products and product groups that offer sales prospects for suppliers in developing countries. These include selected items in the categories of fresh and processed agricultural products; chemical-based products; leather articles including footwear and travel goods; textiles; clothing; and consumer durables. For each of the

products information is given on Hungarian imports, major suppliers, production, consumption, import prospects, trading companies dealing in the line and tariffs.

The report also reviews the general features of Hungary's foreign trade, including its trade with developing countries; the foreign trade system; trade channels; and techniques for approaching

the market. Numerous statistical tables are included throughout and a list of addresses useful for trades is provided.

The study was prepared in close co-operation with the Hungarian Chamber of Commerce.

**Contact:** ITC, Palais des Nations, 1211 Geneva 10 Switzerland.

## HUNGARY : A MARKET STUDY

Export opportunities exist for developing countries on the Hungarian market, according to a new ITC study, **Hungary. A Market for Products from Developing Countries.** Hungary's imports from developing countries considerably in recent years, have increased and diversified reaching \$968 million in 1984. During the 1980-84 period, their sales to this market grew both as a share of the country's total imports and in current value terms. This expansion occurred in manufactures as well as other more traditional lines, reflecting number of products from developing countries that are being introduced on this market.

The number of developing countries selling to Hungary has risen considerably over the past few years. In 1980 developing countries in Asia and Latin America held the largest share of Hungary's imports from developing countries. By 1984, developing countries in Africa and the Middle East were also marketing large quantities of goods there, with their combined sales (including oil) equivalent to those of each of the other two developing regions. The developing countries and territories that are among the main suppliers of products (excluding oil) to Hungary are Argentina, Brazil, Colombia, Cote d'Ivoire, Egypt, Hong Kong, India, Indonesia, Malaysia, Mexico, Pakistan and Peru.

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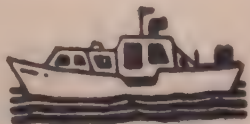




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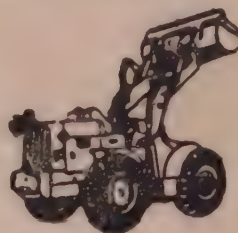
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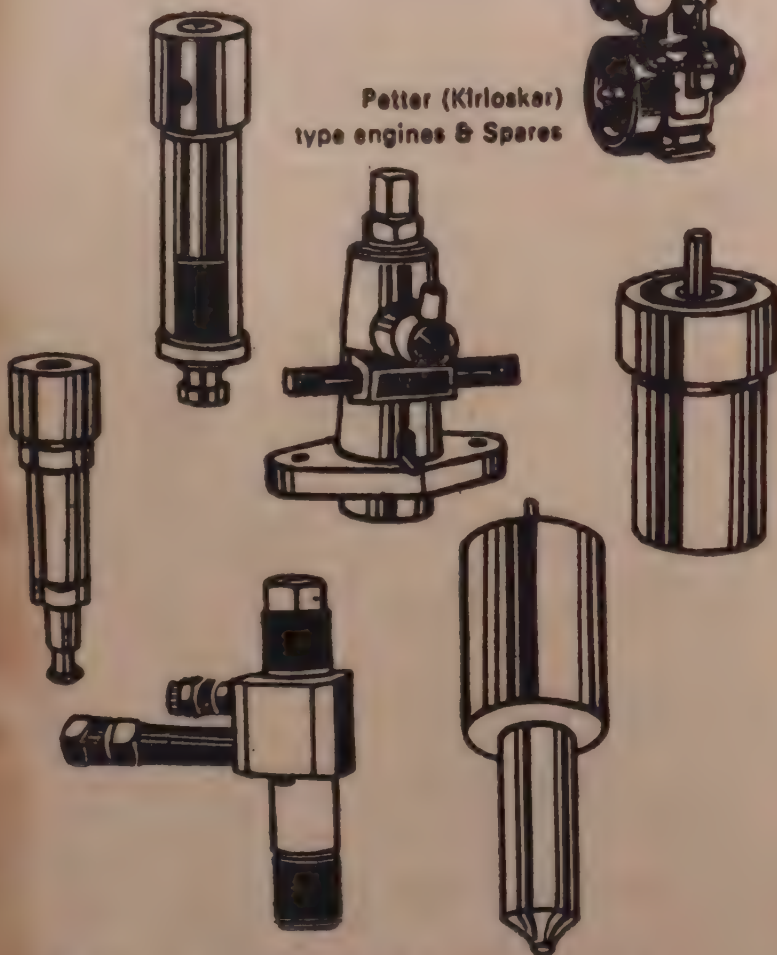
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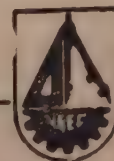
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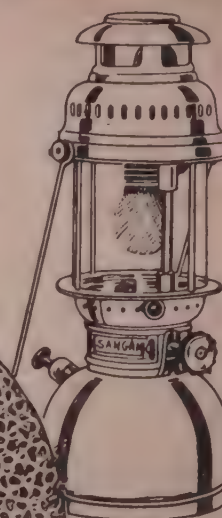


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# manufacturers & exporters

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## Agarbattis & Incense

### INDIA

Mysore Agarbathi Traders, Karim Building, 326, M. Shaukatali Road, (Grant Road), Besides Super Cinema, Bombay-400 007. Telephone: 898755, Residence: 392563. Gram: JOSS STICKS, Post Box No. 3655, Bombay-400-004. Exporters of high quality Agarbathis, Dhooops & Perfumery Compounds. Our famous brands are Abhinav, Kwality Gulab, Sagar Singar, Spreading fragrance worldwide. (C)

Mysore Sugandhi Dhoop Factory Pvt. Ltd., P.O. Box 3178, Bombay 400 003. Export Divin.: 206, Embassy Centre, Nariman Point, Bombay 400 021. Tel.: 233858/221043/223859. Like the air in the Garden of Flowers THE FRAGRANCE LINGERS, Mysore Sugandhi Agarbattis, a blend of the choicest ingredients, picked from the nature's treasure of fragrances to create an air of delight around you. See Advt.

## Auto Parts

### INDIA

Santhi Enterprises, UCO Bank Building, 1st Floor, 359 Dr. D. N. Road, Bombay 400 001. Phone: 296-306. Cable: PUSSYCAT. DAHANUKAR'S two patented inventions for petrol driven automobiles: Petrol Saver and Autocalarm. (E)

## Boilers & Accessories

### INDIA

Kalpna Boilers & Chemical Plants Mfg. Co., 18, Kaishash Park-A, Chirag Nagar, L. B. Shastri Marg, Ghat-

kopar (West), Bombay 400-086. Tel.: 5129796, 5125352. Offers steam boilers, electrode boilers, hot water boilers, two-in-one (steam-cum-hot boilers), waste heat boilers, hot air generators, thermic boilers, in vertical and horizontal models, package type, available on coal, oil, gas and multifuel manual, semi and fully automatic specially designed for export. Also available boiler accessories and rotary furnaces. (C)

## Canvas Tents Tarpaulins

### INDIA

Dossa Harjee, 257-59, Masjid Bunder Road, P.O. Box No. 3209, Bombay 400 003. Manufacturers of Tarpaulins, and dealers of: filter cloth, oil cloth, chair cloth, canvas etc. (E)

## Carpets & Rugs

### INDIA

India Carpets and Furnishing Company, 11/12, Lakshmi Mahal, Bomanji Petit Road, Bombay 400 036. Telex: 11-4012 'ICAF', 11-6392 'ICFC'. Tel: 366323, 384383, 292938. Cable: MERAGHAR —BOMBAY. Manufacturers / Exporters: Hand-Knotted Woollen Carpets and Rugs, Hand Tufted Woollen Carpets and Rugs, All Carpets carrying the International Wool Secretariat's PURE 'WOOL-MARK'. (C)

Khetan Business Corporation Pvt. Ltd., Khetan Bhavan, 198, J. Tata Road, Churchgate, Bombay 400 020. Phones: 221645/221559. Telex: 011-4803 KBC IN. Grams: "KHETANSONS" Bombay. Exporters of Hand-

knotted and Handtufted Woollen Carpets, Dhurries, Silk Fabrics and Handicrafts of Brass & Wooden Artware. (C)

## Cleaning/Hygiene Products

### INDIA

Balsara Hygiene Products Ltd., 12-A, Jorawar Bhavan, M. Karve Road, Bombay-400 020. Manufacturers and Exporters of Water Filters (Storage/Pressure), Toothpaste & Tooth Powder (with Clove Oil), Air Freshners, Cleaning Powder, Lavatory Cleaner, Drain Cleaner and Mosquito Repellent Cream. See Advt.

## Clearing & Forwarding

### INDIA

Vilas Transport Company, 115 Bharat Chambers, Baro-

da Street, Bombay 400 009. Phones: 326969/326622/3432-48. Clearing, Forwarding, Handling and Transport Agents to Export, Import and General Cargoes. (C)

## Diesel Engines

### INDIA

Geco Trading Corporation, 5, K. K. Mansion, 289, Nagdevi Street, Bombay 400 003. Exporting: Diesel Engines and all types of spare part and other general items. See Advt.

Indo Gulf Trading Co., 16/30, Bahadur Manzil, 1st Floor, Store Lane, Fort, Bombay 400 023. Tel.: Off: 253937/290187. Telex No. 011-5266 MUHL. Cable: BURAQ. Manufacturers and Exporters of renowned "STAG BRAND" Diesel Oil Engines, Centrifugal Pumps and Spare Parts. (C)

## MERCHANT — EXPORTERS OF

## PARAGON 786 BASMATI RICE

ONIONS : PULSES

SPICES : FRUITS

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EXPORTS



33, ONLOOKER BLDG., 4TH FLOOR, SIR P. M. ROAD, FORT, BOMBAY-400 001. PHONE : 25 69 62

CABLE : AMAST BOMBAY TELEX : 011-6052 RANG IN



**V. M. Products, Manufacturers & Exporters and Winner of Cold Medal for Excellent Export Performance 100% Export Oriented Unit manufacturing Diesel Engines 6-16 H.P. and Replacement Parts for Lister, Petter, Ruston, M. A. N. Deutz, Cummins. Specialist Cy. Liner, Piston Rings, Valves, Gaskets, Bearings. Export Division : 25/27, Dr. V. B. Gandhi Marg, Post Box No. 1261, Bombay 400 023. Gram: Enliner. Phone: 222520. Res: 5124589. Factory: Gondal Road, Rajkot 360 002. See Advt.**

## Electrical and Electronic Goods

### INDIA

**Choksons Private Ltd., Saki Vihar Road, P.B. No. 8943, Pcwai, Bombay 400-072. Manufacturers and Exporters of electrical switches with pure silver contact-tips for the best durability, off-white universal colour, ivory smooth feel and finish. Heavily strong, sturdy and tough. And not only switches, but the whole range, socket outlets, power plugs, ceiling roses, wiring boxes. Specially crafted from Urea Formaldehyde Thermosetting Resins. (E)**

**Indian Engineering Co., P.O. Box 16551, Worli, Bombay 400 018. Manufacturers & Exporters of Switches. Largest range designed to International Standards of Quality & Reliability. Toggle-Push Button-Rotary-Micro-Centrifugal-Foot-Rocker Slide-Limit Master Control-Cord-Proximity and other switches for Electrical and Electronic & Auto industries. (D)**

## Engineering Goods & Machinery

### INDIA

**Advani-Oerlikon Ltd., International Div., 809, Raheja Centre, Nariman Point, Bombay 400 021. All types of Welding Machinery, Electrodes & Products. (D)**

**Apex Engineering Works, 45, Kapadia Chambers, Broach Street, Bombay 400 009 | Tel.: 326535. Manufacturers of Slotted Angles Structures: Racks, Store Bins, Mezzanine Flooring and panels as also nuts & bolts, castors, corner plates etc.**

**Arrow Enterprises, 25, Shiv Shakti Industrial Estate, Kurla Andheri Rd., Saki Naka, Bombay 400 059. Phone: 6328757/6301240. Manufacturers of Clinch Anchors (expansion bolts) most economical fixing device which save your valuable time, cost & labour. (E)**

**Arvind Mechanical & Electrical Engineers Pvt. Ltd., New Sun Mill Compound, Lower Parel, Bombay 400-013. 'ARVIND' Fan Blades and Impellers for Air Conditioning/Refrigeration. (E)**

**Calama Group of Industries, 7, Gaiwadi Industrial Estate, S. V. Road, Goregaon (West), Bombay 400-062. Phone: 695201-02. 'CALAMA' Pumps are economical and versatile. Sub-**

**mersible Pump, Process Pump, Sump Pump and Pol-der Pump. (E)**

**Crescent Valves Manufacturing Co. Pvt. Ltd., 119, Bajaj Bhavan, Nariman Point, Bombay 400 021. Exporters of cast iron sluice, globe, cheek, Air Valves, Butterfly Valves, Foot Valves etc. Cast Iron Pressure Pipes & Fittings as per British standards. Cast Steel, Forged Steel, S. S. G. M. Valves of all types, C. I. Spun Pipes, Soil Pipes & Fittings, Man-hole covers, etc. (E)**

**Eagle Manufacturing Company, C-19, Ghatkopar Industrial Estate, L. B. Shastri Marg, Bombay 400 086. Specialised in Packing Tools. (E)**

**Everest Engineers, 8, Gawkar Industrial Estate, Panchpakadi, Post Naupada, Thane 400 602. Tel: 502261. Gram: EVEREST. Manufacturers & Exporters of Rotary Gear & Lobe Pumps having capacities upto 100-600 litres per hour suitable for pumping of viscous fluids such as molasses, coal tar,**

**malt, oil, petroleum products, slurries & chemicals.**

**Gecc Trading Corporation, 5, K. K. Mansion, 289, Nadevi St., Bombay 400 001. Manufacturers & Exporters of Machinery. Around the world with quality products exporting more than 87% total production. See Advt.**

**Hira Sales Corporation (India), 6, Railway Shopping Centre, Opp. Parel Centre, Railway Station, Parel (C), Bombay 400 012. Tel. 44046. Manufacturers and Exporters of Diesel Double Bhatti, Burners for Industrial Boiler, and Aluminium Identification Tags.**

**R. I. Techno Works, 1, A, Keshawji Nagar, Bhatpada Road, Bhandup (West), Bombay 400 078. Phone: 5610685/5614533. Solvent Extraction Plant for Vanaspathi Refinery, Cattlefeed, Oil Mill & Soyabean Machinery, Hydrogenation Plants. (E)**

**Spencer Eng. Corporation, Ghockanta, Pitalia-Bumbl, Ahmedabad 380 001. Phone: 23936, 24357. All kinds of Heavy Duty Powerloom for Cotton, Polyester, Silk Suiting, Shirtings. See Advt. Sterling Exports (India), 33, A to Z Industrial Estate, Fergusson Road, Lower Parel, Bombay 400 013. Manufacturers & Exporters Diesel Engines & Spare Parts, Pump Sets, Centrifugal Pumps & Spares, Automobile & Tractor Parts. Phones: 4928644, 492946. Telex: 11-73875 SEE IN 11 73870 JYOT IN. (C)**

**Technical Products Engineers & Manufacturers, Amar Brass Compound, 1 (C), S. G. Barve Marg, Vidya Nagari, Bombay 400 091. Manufacturers of Past Cream Mixer for ointment creams, pastes etc. (E)**

**Teknomatics Enterprises, Opp. Reay Road Station, Behind Ind. Oil Petrol Pump, Bombay 400 010. Tel: 874166. Manufacturers of C. Motors, Generators, Alternators for Industrial Applications. Also Machines for Technical Institutes. (E)**

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United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel.: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1, 31K-15, DC-1, Bag, Closer & other Machines, Auto Parts & Hand Tools. Also handicrafts, silk fabrics, ready-made garments. (D)

Universal Air Systems Pvt. Ltd., B/5, Natal Estate, S. J. D'Souza Compound, Near Kamani Oil Industries, Chandivli Road, Saki Naka, Bombay 400 072. Specialised in: ID Fans, FD Fans, Centrifugal Blowers, Tube Axial Fans, Man Coolers, Exhaust Fans, Dust Collections system with Cyclone & Bag Filter, Air curtains and various types of special Impellers and above with Flame Proof Construction. (E)

Valves (India), 3, Mazda Chaman, Dattataraya Road, Santacruz (West), Bombay-400 054. Manufacturers of Industrial Valves. (D)

V. S. Engineering & Consultants (P) Ltd., 25/27, Dr. V. B. Gandhi Marg, Fort, Bombay 400 023. Consulting engineers turnkey projects, technical commercial services, sheet metal workshop, lathe and wood working machines, electroplating plants, ferrous & non ferrous foundry and all other engineering and technical items. See Advt.

Vibha Exports Private Ltd., P.B. No. 9973, 505, Raheja Chambers, 213, Nariman Point, Bombay 400 021. Telex : 116701 VEPL IN. Cable : EXPOWORLD. Phone Office : 232780, 232781, 232781, 232782. Resi. : 623240, 627209. Factory : Bombay

623194, Rajkot 88779. Manufacturers & Exporters of Diesel Engines & Spares, Corn Grinding Mills & Spares, Auto Parts, Bicycles & Spares, Stoves & Lanterns and Spares, Machine Tools. (S)

## Food Products & Produce

### INDIA

Anil & Company, 212, Adamji Building, 2nd Floor, 413, Narshi Natha Street, (Katha Bazar), Bombay 400-009. Tel. : 322388, 346547, 329827. Telex : 011-75375 ANIL IN. Gram : SPICE-EXIM. Exporters of Spices, Foodstuffs, Processed Foods, Canned Vegetables, Tobacco Products, Cashew Kernels, Mango Pulp Slice, Kitchenware Appliances, Basmati Rice, Agarbatties, Black Pepper, Ginger etc. (D)

Bhartiya Confectioners Pvt. Ltd., Tel. 243515/2046-650, Tlx : 011-76081 SHAJ IN. Manufacturers/Exporters offers Indian Canned Sweets, Rasgulla, Gulabjamun, Chamcham, Rajbhog, Indian Savouries in easy open Vacuum Packed Litter Tin Cans and in Polythene Pouches, Cashewnuts, Peanuts, etc. (D)

Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane Lower Parel, Bombay 400 013. Exporters of Vermicelli. (D)

K. K. International, G.P.O. Box 1929, 110-112 Bazargate Street, 2nd floor, Fort, Bombay 400 001. Phone: 269793, Gram : Bestomach, Telex : 011-3216 Gaco In. Exporters Of Perishables — Fresh Fruits & Vegetables, Spices, Turmeric, Pulses, Pickles, Papad, Indian Food-staff and General Items. (C)

K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex : 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices,

fresh and dehydrated vegetables/fruits, onions, potatoes, garlic, processed/instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift/novelty articles. (D)

P. A. Trading Corporation, Export Division, 4, Keshavji Naik Road, P. Box No. 5098, Bombay 400 009. Telex : 011-6702 IMC. Phone : 3727541, 868301. Offers 'AGMARK' Basmati Rice Reliable suppliers to leading exporters. (D)

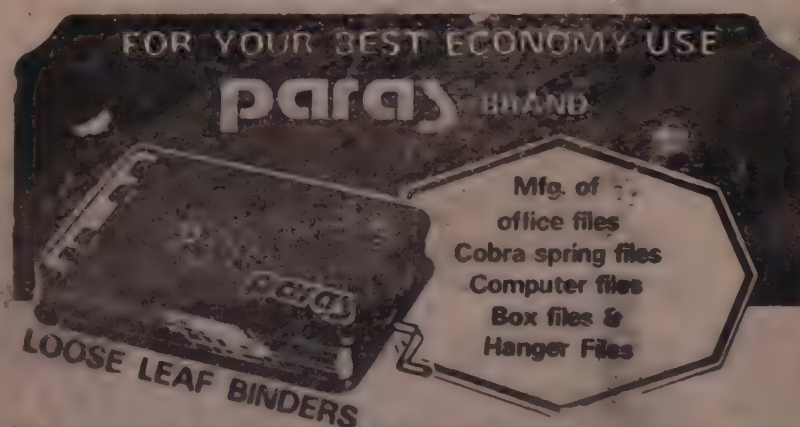
Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Required Agents for 'PFP' Pickles, Jams, on very attractive terms: Contact : PURE FOOD PRODUCTS, 42, Nav Nandanvan Ind. Estate, L.B. S. Marg, Mulund (West), Bombay 400 080. Tel. : 5945-74. Grams : "Mixfrut" Mulund, Bombay 400 080. (D)

Saral Exports Pvt. Ltd. Supari Bhavan, 5th Floor 83/85, Kazi Syed Street, Bombay 400 003. Phone : 348157, 341039. Telex : 11-7303 RAWT IN. Cable : SARA LSPICE. Exporters of Indian Spices, Crude Drugs Herbs-Roots, Psyllium Seed and Husks, Senna Leaves Medicinal Plants & Extracts Essential Oils, Processed Foods & Pickles and all sort of General Products. (S)

Shreenath Impex Corporation, R. L. Trust Building 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427 Bombay 400 002. Tel. : 258194. Cable : 'Impexfood' Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

The Wallace Flour Mills Co. Ltd., Shivdas Champs Marg, Honcock Bridge, Mazagaon, Bombay 400 009. Manufacturers and Exporters of Food Products. Enquiries solicited for superior quality wheat flour, semolina, past potato and banana wafers



**paray file mfg. co.**

125, Milan Industrial Estate, Abhudaya Nagar, Kala Chawki, Cotton Green, Bombay-400 033.

Phone : 413 74 32



gluco biscuits and cream wafer biscuits. (S)

## Furniture

### INDIA

Janak Manufacturing Works, Antop Hill, Wadala East, Bombay 400 037. Manufacturers & Exporters of New Intensive Care Bed, Patient Care Equipment and Folding Wheel Chair. (D)

## General Merchandise

### INDIA

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Forem Pvt. Ltd., 78-80 Rao Bahadur S. K. Bole Road, Kawli Wadi, Dadar (W), Bombay 400 028. Tel: 422-8002. Manufacturers & Exporters of tamarind powder, garlic powder, food essences & colours, air freshener/toilet spray/body spray, sambar powder/rasam powder/garam masala, & all varieties of spices. (C)

Gulf Exports, Navjivan Society Building, No. 3, 7th Floor, Room No. 24, Lamington Road, Bombay 400-008. Phones: 378557/371386/269647. Grams; Sweet Gulf. Exporters of Rice, Leather Goods, Handicrafts. Specialists in Man-Power Supply for overseas Employment. (C)

Hakeem Research & Marketing Private Limited, 6, Rosary Building, M. M. Chotani Road, Mahim (West), Bombay 400 016. Exporters of Indian Goods and Services, Manufacturers' Representative, Liaison Agent. See Advt.

Jabal Exports, P.O. Box 6670, Bandra, Bombay 400-050. Telex: 11-71220 MARS. Phone: 538139. Exporters/Suppliers of Leather/Rexine Chappals, Sandals, Slippers, Hand Bags, Shoulder Bags, Belts, Pouches, Purses, Spices, Poultry Feeds, Confectionery, Mango Pulp, Tamarind Concentrate, Dehydrat-

ed Onions, Garlic, Gas Mantles, Handicrafts, Imitation Silver Jewellery. (D)

Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay 400-003. Worldwide Exporters of Genuine Indian Spices, Basmati Rice, Foodstuffs, Oilcakes, Indian Handicrafts, Brass Artwares. Also best quality Indian Incense Sticks Agarbathies. (C)

Kilachand Devchand & Co. Pvt. Ltd., Oriental House, Churchgate, Bombay-400 020. Phone: 231845. Tlx.: 112203 Kdeo In. We export Cotton Fabrics, Sheet- ing, Art Silk, Yarn & Sew- ing Thread, Pure Silk, Tassar Silk, Made-ups, Scarves/Sto- les, Lungies, Durries, Dus- ters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

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Medicines, Syringes, Surgical Blades, European/USA Elec- tronic Goods, Cosmetics, Toiletries, Books, Hong Kong Ties, Jewellery Machi- nes, Contact: Rajesh Inter- national (Agents), Eranhik- kal, Calicut-673 303. (S)

Rajesh International Ex- ports, 37-23 Defence Colony, Sainikpuri, Secunderabad- 500 594. Andhra Pradesh. Telex: 0155-333 PCO IN. Exporters of Granites, Build- ing Materials, Foodstuffs, Spices, Jewellery in Real Pearls, Semi-Precious Stones, Immitation, Antique Handi- crafts etc. Also Manufactu- rers/Exporters of all products who wish to export their items regularly on commis- sion basis, may kindly send their offers. (D)

Ravi Enterprises, 220, Ajay Service Industrial Estate, B- Anjirwadi, Mazagaon, Bom- bay 400 010. Tel.: 8727253/ 8726254/8729003. Manufac- turers & Exporters of 'Welo- fil' Water Filters. (D)

Reliable Exporters since 25 years of Goma-Laca, Shel-

lac, Woven Cotton Tape, Black Paper, Curcuma Fil- ters, Transmission Belting, Timely Shipments, Com- petitive Prices. Contact: The Calcutta Supply Company, GPO 4Box 2771, Calcutta 700 001, India. Telex: 02- 4423-CSC-IN. Cables: KA- NE-SUPPLY. Phones: 2- 3355, 26-6154. (C)

Smruti Trading Company, 14, Kolsa Cross Lane, Shri- Mansion, 2nd Floor, Pydh- nie, Bombay 400 003. Tel: 321878/322786. Manufactu- rers, Exporters & Importers of Brass Pressure Stove, Lanterns, Blow Lamps, Bu- rners, Mantles & Parts there- of. (E)

Tekwani Enterprises, 104 Navnidhi Industrial Estate, Opp. Sewri Bus Depot, Acha- rya Dhonde Marg, Sewri, Bombay 400 015. Manufac- turers and Exporters of Gar- ments, Sarees, Art Silk Em- broidery and Cotton thread, Leather Bags, Immitation Je- wellery and Leather Foot- wear. Cable Tekwanibag. Phones: 4121273/4131225. (C)

## Handicrafts & Handloom Products

### INDIA

Chitta Kanungo, M. Fin- Artist, Nageswar Tangi, Bhu- baneswar 751002. Orissa, India, sells old brass, bronze artware bowls, boxes, lamps, toys, figures of traditional contemporary value. Also folk ornaments, tribal drums, pipers, chimbals. Write for snaps/samples/drawings. (C)

International Export Co- poration, 27, Ramanatha- Road, Alagappa Nagar, Kil- pauk, Madras 600 010. Ex- porters: Dealing in Silver Jewellery, Imitation Jewelle- ry, Handicrafts and Soft- wares. We will be glad to supply any other items you wish at lowest price. (C)

Sharda Fabrics, 255, Gan- dhi Galli, Swadeshi Mar- ket, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams "Pushpjiwan". Manufactu- rers/Exporters of Fashion- Fabrics, Garments, Scarves, Stoles, Made-Ups, Uniqu-

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**Fashion Jewellery, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.**

**Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel. : 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.**

**Wington Exports, 6-43-(1) Ganapathy Street, Mercara 571 201. Exporters of Cardamom, Pure Silk Fabrics and Sarees, Leather Goods, Imitation Jewellery, Bone Jewellery, Rosewood Inlaid Items, Fancy Jute Articles, Fancy Caps and much more Articles worthy of presentation. (D)**

## **Horticultural Products**

### **INDIA**

**Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)**

## **Hospital Supplies**

### **INDIA**

**Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of high quality medical instruments, equipments, disposables, hospital furniture, turnkey projects, laboratory equipment etc. (D)**

## **Jewellery & Gems HONG KONG**

**Artland Products Trading Corporation, G.P.O. Box 10720. Manufacturers & Exporters of Imitation Jewellery — Earrings, Necklaces, Bracelets, Pendants and Key Chains. (C)**

### **INDIA**

**Brilliant Industries, 228,**

**Adhyaru Industrial Estate, Sun Mill Compound, Lower Parel, Bombay 400 013. Manufacturers & Exporters of glass beads, glass chatons, plastic beads, plastic pearl beads & imitation jewellery items. (D)**

**Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone : 8519003. Cable : Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (D)**

## **Kitchenware**

### **INDIA**

**Power Control & Applia-Road, Worli, Bombay 400-018. Tel. : 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)**

**Servo Communications Pvt. Ltd., 213, Kartar Bhavan, 112, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592/220673. Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)**

## **Leather Products**

### **INDIA**

**Sigma Exports International, P.O. Box 16245, Mazagaon, Bombay 400 010. Tel.: 8722725/8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. (D)**

## **Machinery, Pesticide**

### **INDIA**

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**Exporters' Inquiries Solicited (C)**

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### **INDIA**

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## **Mosquito**

## **Powerloom Cloth**

### **INDIA**

**For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufac-**

**turers : Udayan Textile Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone : 381449. Exporters' Inquiries Solicited (C)**

## **Musical Instruments**

### **INDIA**

**Haribhau Vishwanath Company, Opp. Dadar V. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instrument such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)**

## **Optical Goods**

### **INDIA**

**Shah Optical Industries Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses Works : 90/11, GIDC Industrial Estate, Vatva 382445, Dist. Ahmedabad. Office : 1778/41, Gandhi Road, Ahmedabad 380 001. (D)**



## **GECO**

## **TRADING CORPORATION**

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★

5. K. K. Mansion,  
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Bombay-400 003.  
Tel. : 329847-320587  
Grams : BILKHAIR,  
Chinchbunder.  
Tlx. : 011-73005  
GECO IN



## Pesticides INDIA

Beekay Pesticides Pvt. Ltd.  
134, Mody Street, Post Box  
553, Bombay 400 001. Tel :  
266546. India's leading for-  
mulators of pesticides such  
as Aldrin, Malathion, Endo-  
sulfan etc. See Advt.

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bay 400 025. Manufacturers  
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quine Phosphate, Metronida-  
zole, Pekora Prahist (Single  
+ Double), Antihistamines,  
Multivitamins all in syrup  
form. See Advt.

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Air Tight Containers, CIN-  
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ble : JEWELBABY. Telex :  
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ton saree and H. D. P. E.  
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bad 382 330 (India). Phone :  
810194.

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as per B. S. 718, I.P. 160, I.  
S. 3104. Specific gravity  
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Sikes. In a variety of ran-  
ges. (D)

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356756. Gram : SAC-SEV

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mestic Sewing Machines. (E)

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(Exports), 413-G, Vasar-  
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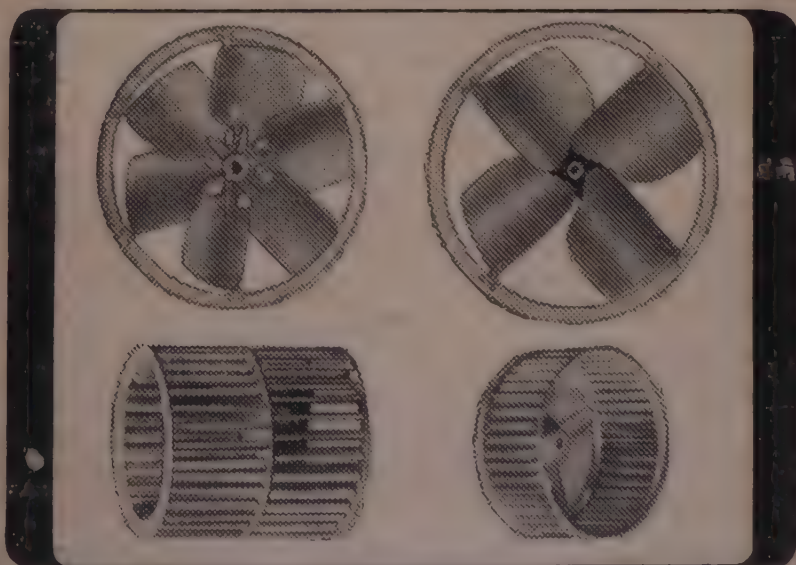
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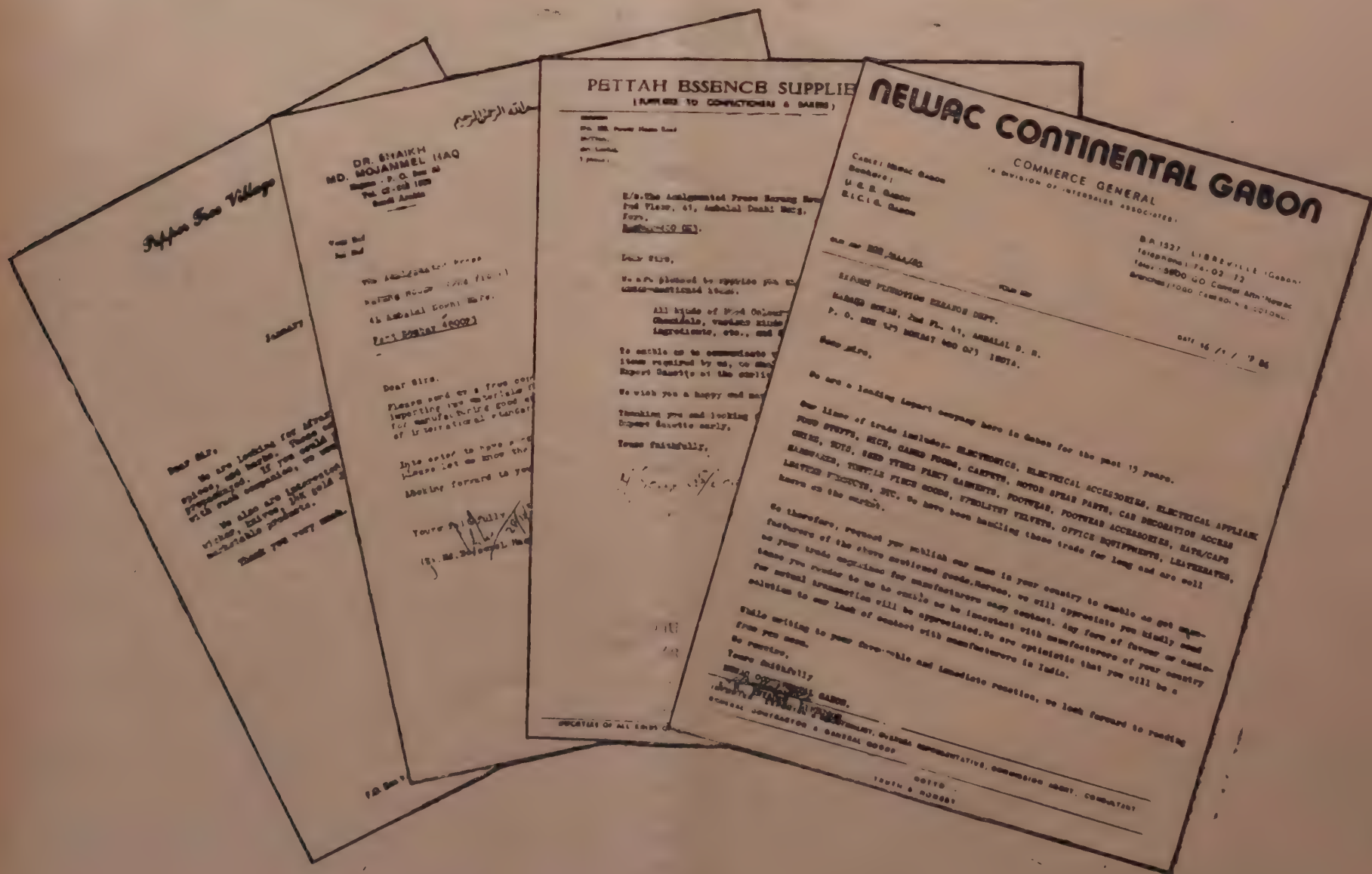
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# INTERNATIONAL MARKETS & ECONOMIES

The Republic of Portugal is now known as Portugal is now known as has been independent of its larger neighbour Spain, with which it shares the Iberian peninsula, since the 12th century and was ruled by a monarchy until 1910. The Portuguese Republic was declared on 5th October 1910 when King Manuel II was deposed. Though a republic had been declared the country was ruled by a military dictatorship from 1926 till 1932 when the civilian dictatorship of Antonio Salazar took over the Government. The 1933 constitution adopted by Portugal was the first attempt at forming a unitary and corporate state and was adopted by a plebiscite.

Dr. Caetano succeeded Antonio Salazar as prime minister in 1968 but his government was overthrown in 1974 by the military leaders and in the presidential elections of 1980 General Ramalho Eanes gained a majority. During 1974 the Portuguese Government reached agreements which provided independence to the former colonies: Guinea-Bissau, Mozambique, Cape Verde Islands, Angola and San Tome and Principe. In the Azores Islands lying 740 miles west, Portugal has under a 1951 agreement given the US the right to defence facilities and along with the Madeira Islands further south have been given partial autonomy since 1976. Portugal

still retains an enclave Macao, at the mouth of the Canton River in South China, and this territory has also been given broad autonomy since 1976.

## PORTUGAL

**Location :** Portugal is located on the southwestern side of the Iberian and has Spain as its neighbour on the north and east. On the south and west Portugal has the Atlantic Ocean as its frontier. The country has an area of 34.61 sq. miles or 91,631 sq. km. Portugal is bisected from northeast to southwest by the river Tagus and the climatic conditions on the northern side are cool and rainy and the region mountainous. The southern half is warm and rolling plain. Natural resources. Portugal possesses considerable mineral wealth. Coal production is around 179,000 tonnes. Cupriferous pyrites production is nearly double at 349,000 tonnes. Tin mining produces about 346 tonnes and kaolin produced is of the order of 80,000 tonnes annually. Refined gold production is 0.320 tonnes and wolframite 2,380 tonnes while hematite production is much larger at 22,000 tonnes.

Uranium was also discovered and mining began in 1979. There are around 7,000 tonnes of reserves and this strategic material is produced at the rate of 100 tonnes annually.

Portugal produces around 20,000 million kwh of electricity of which around 50% is from hydro-electric sources while the remainder is

from coal and nuclear sources.

**Agriculture. :** Old time farming methods may make nice tourist photographs but they do not make Portugal's agriculture productive. On the contrary the 28% of the active population employed in the rural world delivers only 10% of the gross domestic product (GDP) of Portugal.

Each year the Portuguese government imports half the food and animal feed consumed in the country. In years of drought, imports may soar to 70% pushing trade and balance of payments deficits deep into the red. Now that Portugal has entered the EEC the agricultural shortcomings are more sharply into focus.

The distance that Portuguese farming must travel before reaching EEC levels is vast, the worst pitfalls could take decades to overcome. The most severe problems are: the high average age of farmers (over 55); the high degree of illiteracy (25% nationally but over 35% among adults rurally); the tiny, inefficient size of most farms (78% are smaller than four hectares, or 10 acres); the shortage of pasture land in the utilised agricultural area (6% compared to 44% in EEC countries).

Arable land in areas with good climates like the Algarve is threatened by wildcat tourist development. Farmers are eagerly selling land in the far south to developers, reducing Portugal's best citrus producing areas drastically. On the other hand some hardy foreigners are starting to grow fruit, veget-

<b>Location</b>	:	Portugal is situated on the southwestern corner of the Iberian peninsula, with Spain being its neighbour on the north and east. To the south and west lies the Atlantic ocean.
<b>Area</b>	:	34,861 sq. miles or 91,631 sq. km.
<b>Population</b>	:	9.76 million (1985).
<b>G.D.P.</b>	:	\$ 22.6 billion (1985).
<b>GDP Per capita</b>	:	\$ 2,106 (1985).
<b>Exports</b>	:	\$ 9.8 billion (1985).
<b>Imports</b>	:	\$ 10.5 billion (1985).
<b>Currency</b>	:	The unit of currency is the escudo which is divided into 100 centavos.
<b>Language</b>	:	£ 1 = 195 escudos and US \$ 1 = 133 escudos (1986). The official language is Portuguese.



ables, plants and flowers under glass in the Algarve and to export them at a profit. Portuguese officials hope that native farmers will follow suit when they understand there is money to be made from new methods:

To prepare the way for the adaptation of Portugal's agriculture to EEC standards the community has set aside 700 million Ecus (monetary unit) in grants to be doled out over 10 years. It will allow Portugal a two-tier transition for different products, according to how close production, marketing, quality and pricing are to EEC levels.

First tier items have been adapted to the Common Agricultural Policy (CAP), when Portugal joined the EEC in January this year. In five years Portugal's agriculture will have to absorb all facets of the CAP. The first tier covers sugar, tinned fruit and vegetables, tobacco (produced in the Azores Islands and the Alentejo), hops, seeds, cotton, live plants and flowers.

The second tier of products will not be adapted to Common Market structures and prices until five years after accession either because production is insufficient, or marketing and pricing disorganised or lopsided. These items will need large shots of capital, organisation and assistance or dismantling of state trading monopolies, or pre-World War Two market structures.

Once whipped into shape after five years (it is hoped) the two-tier products — grain, rice, dairy products, beef, pork, fresh fruit, vegetables, wine — will have another five years to adapt to full CAP requirements. Ironically Portugal is being granted long transitions for some farming products and being asked to accept a few years restrictive quotas on trade with the EEC in some efficient exports such as tomato concentrates and port wine. Italy is edgy that tomato concentrate might com-

pete with their own and port wine unsettle fortified wines such as Cinzano or Martini. The Portuguese are resisting these limitations.

Moreover Portugal has suffered in the EEC negotiations because it is paired with its large neighbour which also being admitted into the EEC. Many farmers are unaware of the vast differences in efficiency of the two countries' agricultural sectors. To the disgust of Portuguese negotiators their country became confused with Spain's "Mediterranean" products — wine, fruits and edible oils — that irk French, Greek and Italian farmers. Irrate farmers have been known to threaten a boycott Portuguese farm produce crossing their frontiers.

It is unlikely that lorries carrying Portuguese plums or potatoes will rumble across

the Pyrenees for some years to come — or that Portuguese cows will flood EEC markets with high grade milk, butter or cheese.

Stiff competition from modern Spanish fleets was a major factor behind the decline in Portuguese fish catches in the late 1970s and early 1980s, and in 1982 the Portuguese suspended fishing agreements with Spain. From 400,000 tonnes live weight equivalent in 1975 the fish catches dropped to 250,000 tonnes in 1982. So now since both countries have been admitted to the EEC they will have to negotiate a new agreement.

Portugal's forest area covers 3 million hectares of which 1.33 million are pine; 652,580 cork oak; 576,070 other oak; 213,960 eucalyptus; 27,730 chestnut and 366,660 other species.

Portugal surpasses the rest of the world in the production of cork. Production around 150,000 tonnes. Production of resin is around 138,000 tonnes.

**Industries :** The northern third of the country, revolving around Oporto, the country's second city after Lisbon with a growing population of 1.5 million, is home to half the country's population of 10 million, and is Portugal's private sector heartland.

Northern industries have managed to survive the swings and roundabouts of political instability, with the result that unemployment in the region is claimed to be about half the national average of 11%. While the Portuguese economy, dominated by the state-run companies, is forecasting negative growth of this year, the private sector will advance because those are companies with strong export orientation such as textiles and footwear concerns.

Nevertheless the Industrial Association of Oporto, private industry's trade organisation in northern Portugal, says the downturn in investment is still a problem, at least for those companies heavily reliant on the home market. Private sector profitability among the association's 1,000 plus members remains elusive, and few actually claim to be in the black. The most pressing obstacles to recovery are easy to identify. Interest rates are 31% for short-term loans and this becomes 46% in reality because of a ruling that the interest on the loan be paid at the outset. Hence for example for every £1,000 borrowed, £310 is deducted by the bank, with the rest payable over 90-180 days. The measure goes back decades when interest rates were 1% or 2% but with the serious economic crisis it has become untenable to most borrowers.

This has encouraged the creation of a busy black economy, simply because the small borrowers is cut off

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from any official borrowing activity. Some large corporations are reported to have threatened to withdraw their deposits unless they can get preferential loans for themselves or their clients.

The Government has not succeeded in bringing inflation under control, in spite of the austerity higher taxes and import curbs — introduced by the government at the bidding of the IMF. The currency devaluation of 12% is cited as one reason, as is the continuing weakness of the escudo (Portuguese monetary unit) against other currencies. This is a particular impediment to those companies which rely in imported components and raw materials.

Labour legislation has yet to be implemented that will allow companies to easily dismiss employees. Existing law makes it virtually impossible to trim unproductive employment in any but the most extreme circumstances. Many Portuguese companies claim that they are overstaffed by up to 30%, and are trimming their workforces through attrition. There is widespread doubt that the Soares Government with its Socialist orientation, will introduce such legislation, in spite of pledges to do so.

The year 1983 saw this company's revenues (profits) tumble to an equivalent of \$123 million from the 1982 level of \$201 million. While some 35% of its business was earned abroad — a new departure since it did virtually no overseas business as recently as 1979 — some 60% of its domestic revenues came from government contracts. A crippling blow was struck in 1983 with the emergency freezing of all public building programmes.

The situation was the same for 1984, though some help was on the way as a result of provisions for public works programmes contained in the Government's debt talks with the International Monetary Fund.

Those sectors at a virtual standstill are schools, hospitals and public housing. Major road projects, long on the drawing boards, and a major source of concern by the private sector, will remain frozen for several years, though some projects, such as the Braga-Oporto motorway in the north, and roads in the Algarve, are going ahead.

These setbacks are to a small degree offset by the tourism boom and the hotel and vacation villa construction it is engendering as well strong private sector activity in luxury and middle-class housing starts, largely prompted by emigrants' remittances, which in 1983 amounted to US \$2.1 billion. A particularly sore point is the Government's slowness in paying bills, often leaving the company, Soares da Costa, with a serious cash flow problem to meet its own Es. 300 million monthly wage bill. Yet by force of law the company must pay its taxes and national health contributions every quarter and on time.

Looking at the motor, switchgear and electric transformer manufacturer, Efacec, 1985 has been a very difficult year and recovery is expected only in 1986-88. Efacec has an annual turnover of Es 7.5 billion, some 10% of which is for goods, such as transformers, it sells abroad. It is

fortunate that its main activity is tied with Portugal's primary energy supply, hydro-electricity, mainly from its northern rivers.

But the company hopes to boost its export revenues by 25% in the next five years through an Es 2 billion re-investment programme. This involves acquisition of numerically controlled machine tools, robots, and visual display units to be used in a new plant scheduled for opening in March for production of low-voltage machine motors for foreign markets. With a payroll of 3,900 the management of Efacec reckons that the company is just 10% overmanned, far less than most other companies.

Grundig has weathered the recession through modernisation and the strong export market. Some 80% of its revenues come from exports and the turnover in 1984 for its 3,500 man operation, was Es 15 billion up from Es 13 billion last year. Grundig plans to add video cassette recorders to its output of television sets, radios, record players and tape recorders.

Nevertheless, the continued weakness of the domestic market, and the lack of disposable income, continues to be a great concern of the Government and industry alike. But some moves the Government could

take to help companies like Grundig are a simplification of customs procedures, the opening of customs centres in the industrial regions of Portugal to facilitate imports and exports, and the simplification or elimination of import licences. In this effect what Grundig is calling for is less bureaucracy. But there are few who believe this will actually happen.

Portugal's tourism industry has firmly put behind it the bad memories of the years following the 1974 revolution and is now moving strength to strength as foreign visitors cross its borders in record numbers. This recovery has far exceeded official expectations, and the record earnings for the sector in 1983 of Es 91.9 billion were exceeded in 1984 through by reinforcing tourism's vital role as a source of foreign exchange in a debt-troubled country.

A total of 8.8 million tourists visited Portugal in 1983, 10 times the figure in India, and this was a rise of 21% over 1982. This increase was aided by a 12% devaluation of the escudo during the year, and the continuing strength of virtually all European currencies against the escudo. Of even more importance was the extraordinary strength of the US dollar in Portugal — US visitors, though fewer in num-

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bers than their European counterparts, always are the biggest spenders.

**Economy :** The new economic and financial recovery programme contains some more painful prospects, including far-reaching cutbacks in the state sector and measures which will force some limping companies into bankruptcy. The promised third stage, a modernisation programme geared to EEC membership, is due to be ready soon with many Portuguese, including the middle classes, wondering when they are going to be out of the woods. The question is no longer whether the Government can achieve its financial targets—it has proved it can—but whether such a drastic line is politically sustainable.

Still a not very industrialised country, and still in the process of adapting from decolonisation and from a highly protectionist economic system, Portugal is paying a high price for the extravagance of previous democratic governments. The period since the April 1983 elections has brought a devaluation, an uncompromising agreement with the IMF, the end of many price subsidies, a restrictive budget and an extraordinary income-tax.

Real wages, according to senior government economists, came down by 9% in 1983, including the effect of the special tax, and were 10% lower at the end of 1984. The domestic market for which a 5% shrinkage was programmed is reckoned to have suffered a reduction of at least 7%. The economy also suffered a 1.5% decline in 1984. Consequently the IMF agreement, Portugal's second since the 1974 revolution, aims at a strong improvement in the country's external accounts and commits the Government to a programme of monetary and budgetary restraint.

**Exports :** Portuguese exports in the first quarter rose

by more than 10% in terms of dollars with imports sharply down. The ratio of exports to imports was more than favourable last year than at any other time since the revolution and if the quarter's performance were kept up, would be best for 15 years. Quarterly current account figures show a deficit of \$ 351 million less than half the previous first quarter's shortfall and the rest is expected to be within the \$ 1.25 billion target set out in the IMF letter of intent.

The programme also marks the first really determined effort on budget restraint. In the 1978 IMF agreement this part—with a vigorous recovery on the external front—was never really fulfilled. The review of the current IMF package introduces for the first time the concept of a wider public sector including state companies, whose deficit is not to exceed 14.5% of gross domestic product.

The aims set out in the letter of intent for last year were mostly achieved or exceeded. The current account deficit was well within the \$ 2 billion target at \$ 1.7 billion, after rising to \$ 3.2 billion the year before. Consequently Portugal's foreign debt rose by \$ 721 million instead of \$ 1 billion, to \$ 14.4 billion, an—annual rate of increase brought down from almost 25% to 5%. With around \$ 10 billion in the country's reserves this has succeeded in exorcising the spectre of a Latin-American-style debt crisis. The targeted growth this year is 6% to \$ 15.3 billion. The Government deficit at 9% of GDP was also within the limit laid down by the IMF.

The US is Portugal's largest trading partner with trade of \$ 1.2 billion, West Germany is second with \$ 0.9 billion, France is next with \$ 0.6 billion, and then the UK with a little less.

The leading exporting companies Soares da Costa, the premier Portuguese construction company—which earns 35% of its \$ 201 million revenue (profits) from abroad. Efacec another Portuguese company sells transformers abroad and earns some ten per cent of its turnover of Es 7.5 billion from such exports.

Another foreign exchange earner is emigrants remittances which are in the region of US 2.1 billion annually. And still another is the famous Portuguese Vino Verde. Sales to the US have exceeded 13 million bottles. The reason is that Italian champagne type wines have risen in price and the Portuguese wine has filled this gap. The UK has imported 4 million bottles and France and West Germany 3 million each.

The other wine which is quite famous the world over is port wine which is Portugal's oldest wine. Production of port wine has increased to 572,000 and 657,000 hectolitres and 90% of this exported. Export earnings have climbed from Es 2.5 billion to Es 12.9 billion. But here port is facing competition from sherry and vermouth, as the consumption of Scotch is falling in the US the main export market.

Portugal exports 4% of total exports to its larger neighbour Spain, while imports from it are around 5%. Spain's exports to Portugal are led by machinery while Portugal's by raw materials, especially for the paper industry. But Portugal's sales of good products to Spain have been rising while its imports of this are being curtailed. The Spanish access to the 6-12 mile limit off the Portuguese coast for fishing has resulted in lower Portuguese fish catches and they are determined to redress the balance and will not brook any interference by Spain in its territorial waters.

**Trade with India:** Since Portuguese sailors and armies

were the first to set foot in India they had the monopoly of the lucrative trade with India. Magellan was the first Portuguese, or for that matter European, to navigate round the globe and his discoveries naturally helped Portuguese maritime supremacy. They were also helped by the natural advantages of the place they sought to colonise—Goa and it remained as the gateway of their trade with east.

But the Dutch and English and French followed the Portuguese pioneers. Trade with India followed the pattern of selling Portuguese goods to India in exchange for spices and textiles, an industry in which India was the world leader at that time. But with the grant of independence to India and Pakistan the Portuguese position in Goa became more critical until the liberation of this state by India.

From that time trade with Portugal came down to a trickle, until three years ago when relations between the socialist government of Prime Minister Soares and the Indian government became quite warm and trade improved. But trade between India and Portugal is still quite small. The main exports from India are fruits, vegetables, and textiles.

Since Portugal is one of the world's leading producers of uranium, the supply of uranium to India could become a major item of trade negotiations. However since the US is this small nation's trading partner and contributor to its defence budget it is improbable that Portugal will want to antagonise the US. Still India's nuclear technology could go a long way to help Portugal solve its power requirements. There again the French may have a better proposition with its cheaper nuclear plants, and being a member of the EEC will lend weight to its proposals.



# INTERNATIONAL TRADE NEWS & NOTES

## KR. 9 BILLION SURPLUS IN SWEDISH FOREIGN TRADE FIRST QUARTER

Sweden's foreign trade during the first quarter of 1986 resulted in a surplus of Kr. 8.9 billion (\$1.9 billion). This compares with Kr. 1.32 billion in January-March 1985, according to preliminary figures released by Statistics Sweden.

Exports were up 1 per cent to Kr. 63.9 billion, while imports declined by 13 per cent to Kr. 55 billion. One-third of the improvement in the trade balance is seen as a result of sinking oil prices, while the largest part is accounted for by exports other than oil and ships increasing by 3 per cent and a decline in imports of 4 per cent. In terms of volume, exports showed a rise of approximately two per cent, imports shrinking by the same amount.

## FALL IN COFFEE CROP FORESEEN

The world coffee crop for 1986-87 is forecast at 82.9 million bags, down 14 per cent from last season's revised production of 96.4 million bags, the U.S. agriculture department said recently.

Brazil, the world's largest producer, is expected to harvest 16.5 million-bags, half of last year's production, the department's foreign agricultural service said in its first global coffee forecast of the new season.

In a special report in February, U.S. agency also forecast Brazil's crop at 16.5 million bags because of drought in major producing areas.

## USSR FOR MORE TRADE WITH CHINA

While co-operation with the member countries of the Council for Mutual Economic Assistance (CMEA) would remain the core of USSR's foreign economic relations, the Soviet Union would pursue an active development of trade and economic relations with those socialist countries which were not CMEA members particularly with China.

This was stated by the Soviet Prime Minister Nikolai Ryzhkov recently while presenting the draft of the 12th five year plan period (1986-1990) before the Soviet Parliament.

The Soviet Union would also render assistance and co-operation to the developing countries and support their efforts for restructuring the world economic order on a

fair and democratic basis guaranteeing economic security for all countries, he said.

Describing the main indicators of the 12th plan the Soviet Prime Minister said that capital investment during the period (1986-1990) would amount to 190,000 million roubles as against 107,000 million roubles in the past five year plan.

Though the investment for the application of new technologies in production would go up by 50 to 100 per cent, the Soviet Prime Minister emphasised the need for reducing the cost of industrial output through resource-saving measures.

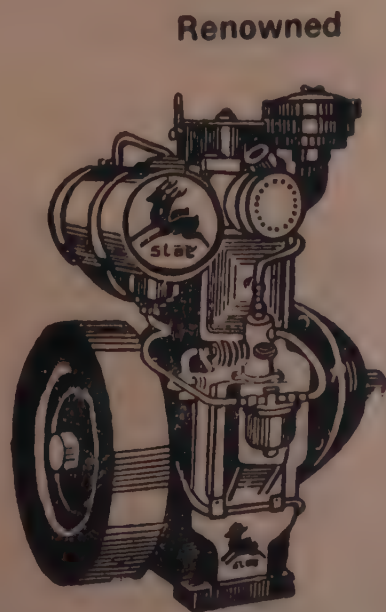
He envisaged such savings to the tune of 29,000 million roubles in the coming plan period against 16,000 million roubles achieved during the previous plan.

Mr. Ryzhkov said that 65-70 per cent of the increased need for energy and fuel in the 12th plan period would be met by saving through modernised technology in the industries consuming high power and fuel.

The consumer goods production would go up by 35 per cent by 1990. Salaries of the workers of material production sphere would rise by 25.30 per cent. Those employed in the fields of education, health services and culture too would get higher wages, Mr. Ryzhkov said.

## ZIMBABWE'S SURPLUS

Following the economic recession for three years, Zimbabwe's external accounts have experienced a sustained improvement since the fourth quarter of 1984.



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The overall balance of payments surplus in 1984 was Zimbabwean \$164 million and is estimated to have reached Z \$250 million in 1985. This improvement together with the recent higher billion price leads to an increase in the Reserve Bank's gold and foreign assets holdings which have gone up steadily from an amount less than Z \$170 million in August 1983 to more than Z \$305 million in January 1986.

## SPAIN — VALUE ADDED TAX (VAT)

Effective from January 1, 1986, most of the transactions of goods and services will be taxed at a standard rate of 12% with a supplementary rate of 33% and a preferential rate of 6% applied in special, defined cases. The VAT will replace a variety of indirect tax as well as export tax rebates (DFE) and compensatory import duties (ICGI). Printed matter will attract a preferential rate of 6%.

## IMPORT LIBERALISATION IN TURKEY

The government recently announced further relaxation to import controls. The number of goods requiring special authorisation before import have been reduced from 625 to 245 and importers will now have to deposit in advance only 2% of an import's cost compared to 15% previously.

Turkey recently established 4 Free Trade Zones located on the Mediterranean and Aegean coasts. Two of the zones viz. Antalya and Mersin, are presently accepting applications from foreign firms. The zones will be concentrating on commercial activities, re-export, transshipment, transit trade, etc.

## GLOBAL FREE TRADE RULES VIOLATED

Protectionist pressure has shown no sign of decreasing and Governments have made

further efforts to divide markets in violation of global free trade rules, a report by the General Agreement on Tariffs and Trade (GATT) said recently.

At the same time, the report cited significant instances of successful opposition to protectionist pressures, specifically in the United States and Japan.

Reviewing world trade between October 1985 and last March, it also noted market opening efforts in both developing and industrialised countries.

But it found "no notable slackening of pressures for additional measures of protection for uncompetitive industries in developed countries."

Debtor countries were affected by many trade restrictions, the report said, adding that "improved market access is clearly an element

in the success of any initiative for an international debt strategy."

In agriculture, "moves designed to influence trade have given rise to increasing concern" against a backdrop of depressed prices.

The internal report, prepared by GATT analysts for a meeting of the 91-nation body's council, said "no fewer than 17 export restraint arrangements were introduced renewed or modified" during the period under review. It cited semi-conductors as the most important new category covered.

More and more sectors appear to have come under quotas, bilateral agreements and other trade arrangements by and large inconsistent with GATT free trade rules, the report said.

Meanwhile the European Community fixed its objectives for a proposed new round of talks under the world trade

body GATT in the shadow of an escalating transatlantic trade row which could undermine the talks, EC officials said.

The guidelines, agreed by EC foreign ministers, will set the tone for the world trade liberalisation talks once they get under way and accept the inclusion in the talks of farm subsidies and the important trade in services they added.

But in a warning to the U.S., the Minister were not prepared to discuss the EC's FNS export subsidies unless others put their own overt and hidden subsidy practices on the table.

## INDUSTRIAL GROWTH IN GULF STATES PERIPHERAL

Despite heavy investments in the industrial development in the Arabian Gulf region during the past two decades has been "at best peripheral" to these country's national economies and has no effect on prevailing economic structures, according to a latest economic study.

The six states which form the Gulf Co-operation Council (GCC) invested \$559.9 million in manufacturing industry during the first half of 1970s, representing 4.8 per cent of their total investment in development while in the second half of the decade the total investment in non-oil industry rose to \$14.98 billion, equal to 14 per cent in the first half of the eighties.

As a result of this huge drive for industry, the study by an arab economist, Dr Ramzi Zaki, says the growth in value added by the manufacturing sector in the period 1980-83 reached 11 per cent a year at fixed prices well above the international development target which calls for an annual growth rate of nine per cent in the third world countries.

The study was published in the latest issue of the Doha based Gulf Organisation for Indl. Consulting (GOIC).

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# TRADE AGREEMENTS

## G. D. R.

The GDR and the Republic of India have signed a long-term trade protocol for the period 1987 to 1990. The protocol was signed after a meeting of trade delegations from both countries in Berlin on May 5 and 6, 1986.

The GDR delegation was led by Mr. F. Quabs, Director General in the Ministry of Foreign Trade of the GDR while the Indian delegation was led by Mr. B. K. Chaturvedi, Joint Secretary in the Ministry of Commerce of the Republic of India.

Under the new arrangement the GDR will export to India items like steel products, equipment for plane-aria, mining and metallurgy, capital equipment, urea, newsprint, potash fertilizer and text book printing presses.

India will export to GDR among others shoe uppers, mica and mica products, ready-made garments, tobacco and iron ore, engineering goods and electronic components and equipment. The total trade turnover is expected to double.

The GDR has been an important trading partner of India. Since the signing of the first Trade and Payments Agreement between GDR and India in 1954, bilateral trade has been grown from Rs. 2 million in 1954 to Rs. 2418 million in 1984.

During a talk between the Deputy Minister of Foreign Trade of the GDR, Claus Giedt and the leader of the Indian delegation, Bal Krishna Chaturvedi, both sides expressed their satisfaction about the development of the trade relations between the two countries for the

mutual advantage of both sides.

## CHINA

China and India signed a protocol on bilateral trade for 1986 which provides for imports and exports of a total value of about \$ 100-160 million during the year.

According to the agreement, China will be importing from India a number of items which include sheet glass whereas India is likely to import from China kraft paper, newsprint, etc.

## ZAMBIA

India and Zambia have recently explored the possibilities of strengthening co-operation in the metallurgical sector.

The Minister of State for mines, Mrs. Ram Dulari Sinha, and the visiting three-member delegation of the Zambia Consolidated Copper Mines Limited, at a meeting here, expressed the hope that specific areas could be identified for mutual co-operation.

Mrs. Sinha said that the president of Zambia had written to the Prime Minister in April, last year suggesting that a joint India Zambia aluminium processing plant be set up in that country.

A 5-member Indian delegation led by Mr. V. K. Thapar, joint secretary (mines) visited Zambia in January 1986 and met various officials of the Zambian Government. It also had discussions with public sector organisations like the Zambia Consolidated Copper Mines, Metal Marketing Corporation and Zam-

bia Electric Supply Corporation. The team had concluded that in view of the low power tariff, there was a good chance of setting up an economically viable aluminium smelter in Zambia.

In a concept note sent to the Zambian Government, it was suggested that a delegation should visit India for discussions with the Indian side on preparation of a pre-feasibility report. The visit of the delegation of the Zambia Consolidated Copper Mines is a follow up of this suggestion.

The delegation will have detailed discussions in New Delhi this week after visiting the National Aluminium Company (NALCO), and Metallurgical and Engineering Consultants India Limit-

ed, (MECON) Ranchi.

## SAUDI ARABIA

Indo-Saudi relations have received a further boost with a mutual agreement to strengthen co-operation in such fields as trade, commerce, industry, investment, communications, etc. Agreement on bilateral trades were signed on April 23, 1986 between India and Saudi Arabia. One major decision that Saudi fund would be deployed to fully finance a composite health project in Madhya Pradesh estimated to cost about \$60 million. The funds may also be available for two more projects — a power station in Madras and a hydroelectric irrigation project in Madras.

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# COMPANY NEWS & NOTES

## M.M.T.C.

About half a dozen leading Europe-based trading houses, with branches all over the world, are expected to enter into an arrangement with the Minerals and Metals Trading Corpn. (MMTC) soon for counter-trade deals worth about \$ 200 million.

Representatives of these trading houses are expected to visit India before the end of this month for negotiating the purchase of a wide variety of Indian products including value added items. This

will be in exchange of supplies of pig iron and billets to India, through MMTC.

According to official sources here, the heartening feature of the proposed arrangement is that the trading houses will be marketing Indian products to a number of countries including Latin America. They will, however, arrange the supply of pig iron and billets essentially from the Latin American countries.

In another interesting development, the MMTC is also

examining the possibility of a tie-up with a well-known trading house in Venezuela for export of mining machinery, earth moving equipment, ancillaries for use in steel plants and mines. This will be in return for import of Venezuelan steel from the trading houses in that country.

In the case of each deal, with the Europe-based trading houses, prices will be negotiated and the lowest world prices established.

After price and quality acceptance by end users, appropriate orders would be placed.

In this context, it is worthwhile to note that till recently, the Latin American countries exported substantial quantities of steel to the US. However, the restrictions on such imports into the US created a situation where the Latin American countries found themselves left high and dry.

Therefore, they approached the trading houses located in Latin America for assistance in marketing as also finance for production purposes.

One interesting dimension of the proposed arrangement with the Europe-based trading houses for import of pig iron and billets, of Latin American origin, relates to the REP Licence Scheme. Under the scheme lot of tin plate is imported by users here. It is expected that the trading houses could help in arranging supply of tin plate from the Latin American countries, of course, on counter trade basis. If this comes about, the users in India would benefit a lot, sources explain.

Meanwhile, the import

programme for pig iron and billets for the current year as a whole is said to be around 9 lakh tonnes, based on demand projections. A substantial part of this demand may be met through imports from Latin American countries, arranged through the trading houses.

One of the advances of expected arrangement with the trading houses is that since all of them have a wide network around the world, it would be easier for them to market Indian products to third countries. More important, they have enough clout in the shipping world also to overcome the existing problems of freight and disbursement.

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# INDIAN EXPORT HIGHLIGHTS

## LEATHER GOODS

Leather and leather products exports have reached new heights in 1985-86, recording impressive growth over the previous year.

According to Council for Leather Exports (CLE) the percentage of achievement in 1985-86 was 105.59 against the target. The export of leather and its products touched Rs. 638.79 crores against the target of Rs. 605.0 crores. But the percentage of increase over the year 1984-85 was 9.40 that is Rs. 59.79 crores against Rs. 64.75 crores.

Footwear components, finished leather accounted for more than 70 per cent of the total exports, during 1985-86, namely, out of the total of Rs. 638.79 crores, these two products accounted for Rs. 453 crores. In the earlier year, also these two items bore the thunder.

It is likely that the government's original estimates of export earnings set for the seventh plan period through this industry might have to be recast. The Government have fixed a target of Rs. 670 crores by the end of the seventh plan. But industry sources feel it might go up to Rs. 1200 crores at least. Industry sources say that though the export target for 1986-87 has been fixed at Rs. 700 crores, "we are capable of getting at least Rs. 700 crores".

But the share of footwear components had gone up from 27.38 per cent to 33.63 per cent and of other leather products from 11.50 per cent to 15.44 per cent.

The share of value added products in the total exports had, thus, risen to 49.06 per

cent in 1985-86 compared with 38.83 per cent in 1984-85.

Though the industry's plus points are availability of good quality of leather internationally acceptable, and comparatively lower wages, yet, it is handicapped by negative factors like "lack of own designs and styles non-availability of various other quality inputs, inadequate trained manpower," some of these drawbacks are sought to be removed through introduction of pass book scheme.

## SOYABEAN MEAL

For the first time, the State Trading Corporation (STC) has been able to export soyabean meal extractions directly to Algeria.

Recently, it bagged yet another export order worth Rs. 8 crores, after that country received the shipments against the previous order which evidently satisfied the importing agency about the quality. The latest contract was won against stiff competition from countries like the U.S. and Brazil as well as some west European suppliers.

Interestingly, STC had secured another order from Algeria for the same item worth Rs. 11 crores only in December, 1985. The first order was valued at Rs. 12 crores. Against this contract, shipments worth Rs. 6 crores have already been effected. These are F.O.B. dollar contracts and the ships are nominated by the Algerian importing agency.

This item alone will fetch foreign exchange worth Rs. 31 crores, of which Rs. 28 crores will be in the current year itself. India will thus

be able to meet Algeria's requirements to the extent of 50 per cent, according to STC. The supplies are being arranged from Madhya Pradesh. Strict quality control is being ensured so as to build up the Algerian market.

Apart from Algeria, STC is also exporting soyabean meal extractions to Saudi Arabia, Bahrain and Sri Lanka.

## IRON ORE

Iron ore exports in 1985-86 reached Rs. 52.53 crores, exceeding the target by Rs. 23.53 crores. This is also 17 per cent higher than the export of Rs. 371.04 crores achieved in 1984-85.

In terms of quantity, exports of iron ore went up from 26.97 million tonnes in 1984-85 to 30.02 million tonnes

in 1985-86, representing an increase of 11 per cent.

This comes in the wake of virtual stagnation of exports of iron ore in the last seven to eight years, when exports had fluctuated in the region of 21 million to 25 million tonnes annually.

A notable feature of performance in 1985-86 has been the export of 3.01 lakh tonnes of iron ore to China. Although a beginning was made in 1984-85 with a trial shipment of 30,000 tonnes of ore to China, exports have increased substantially during 1985-86.

The increase in exports has been facilitated by several steps initiated by the Government to locate new markets and to strengthen the infrastructural support needed for export by way of expansion of port capacities.



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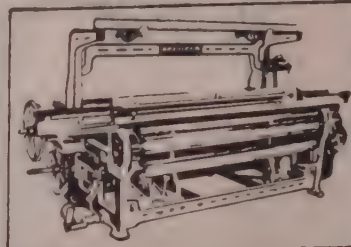


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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## CHINA (PEOPLE'S REP. OF)

**INSTRUMENTA-  
TION CHINA 1986**—Tian-  
jin—Oct. 6-11, 1986. Intl. Ex-  
hibition of Scientific Instru-  
ments. For particulars con-  
tact Commedia Associates  
Ltd., 22/F, Sing Pao Build-  
ing, King's Road, Hong  
Kong. Telex : 62489 HX.

## INDONESIA

**4th ASEAN FURNITU-  
RE SHOW** — Jakarta —  
September 27/October 1, '86.  
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test. For particulars con-  
tact Aphki Indonesian Furni-  
ture and Woodwork Associa-  
tion. 5A Jl. Pegambiran  
Rawamangun, Jakarta. Tlx :  
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## MALTA

**INTERNATIONAL FAIR**  
— Naxxar—July 1-15, 1986.  
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Hague. Tel : 070-852039.

## TURKEY

**BUKOMA '86** — Ankara  
— October 1-5, 1986. 10th  
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puter, Communications and  
Printing Fair. For parti-  
culars contact Commercial  
Counsellor, Turkish Em-  
bassy, Jan Everstraat 15,  
2514 BS, The Hague. Tel :  
070-462683.

**KITCHEN/BATHROOM**  
**'86** — Istanbul — October  
15-19, 1986. 5th Kitchen,  
Bathroom and Accessories  
Fair. For particulars con-  
tact Commercial Counsellor,  
Turkish Embassy, Jan Ever-  
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**ARMAGAN '86** — Istan-  
bul — November 5-9, 1986.

6th Handicraft and Giftware  
Fair. For particulars con-  
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Turkish Embassy, Jan Evert-  
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**TOY '86** — Istanbul —  
November 5-9, 1986. 3rd  
Int'l Toy Fair. For parti-  
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Furniture, Decoration and  
Carpet Fair. For particulars  
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# BOOK REVIEWS

**GUIA DE EXPORTADORES COSTA RICA 1986-87** Export Directory published by Publisa Publicaciones, S. A., Apdo. 662 Centro Colon 1007, San Jose, Costa Rica. Pages 124. Price on request.

The Export-Investment Promotion Center (CENPRO), through its Export Division, has published the "Costa Rica Export Directory, 1986-1987". The purpose of this directory is to provide a complete panorama of the products exported by Costa Rica. It will enable one to identify Costa Rican exporters, manufacturers, trading companies, and draw-back companies with which one can establish or strengthen existing commercial bonds. The directory is a source of useful information for importers and potential investors alike.

This publication is distributed by CENPRO to all Costa Rican embassies and consulates abroad, to foreign importers, and to other commercial entities involved in international trade.

The Government of Costa Rica is firmly committed to growth in export volume and diversification in product offerings and foreign markets, and believe this directory will render positive results and serve to fulfill goals common to the public and private sectors.

**DESK STUDY ON EGYPT** Published by Trade Development Authority, Bank of Baroda Building, 16 Sansad Marg, New Delhi 110 001.

The Trade Development Authority has carried out a desk study on Egypt. The study mainly covers brief information on the following aspects : Economic Growth, Structure of Product, Egypt's and Trade Regulations, Foreign Trade, Indo-Egypt Trade Expansion and Economic Co-operation, Marketing Methods, Foreign Investment Principles and Regulations, Exchange Regulations, Common list of items eligible for special tariff concessions, rules of origin of goods, details of Egypt's principal trading partners, Egypt's imports of some principal commodities and data on India's exports to Egypt are Annexures of this report. The 109 pages report is priced at Rs. 50/-. TDA members are entitled for discount. An amount of Rs. 10/- would be charged extra, if the publication is required by post.

Indian exports to Egypt basically comprise traditional items like tea, spices, etc. However, exports of non-traditional items like engineering goods, electrical items, pumps, transport vehicles and spares, railway track material and hand tools have found a good market in Egypt. The exports of these items from India currently exceed Rs. 30 crores per annum. There is scope for expanding Indo-Egyptian Trade since there are many items like meat and other food products which India can supply to Egypt. In the field of drugs, pharmaceuticals and

dye-stuffs, Indian products can enjoy price advantages.

The Indo-Egyptian Protocol for Co-operation signed in November, 1985 emphasize for mutual co-operation in the fields of industry, agriculture, energy, trade, education as well as science and technology. India and Egypt also agreed for co-operation in the field of industry through joint ventures for the pro-

duction of carbon black, diesel engines and pumps, industrial machinery for cement, fertilizers, textiles and steel industries. Moreover, it was also decided to set-up a joint working group of experts for examining the possibility of collaboration in the manufacture of electronic components and products to meet the requirements of both the countries.

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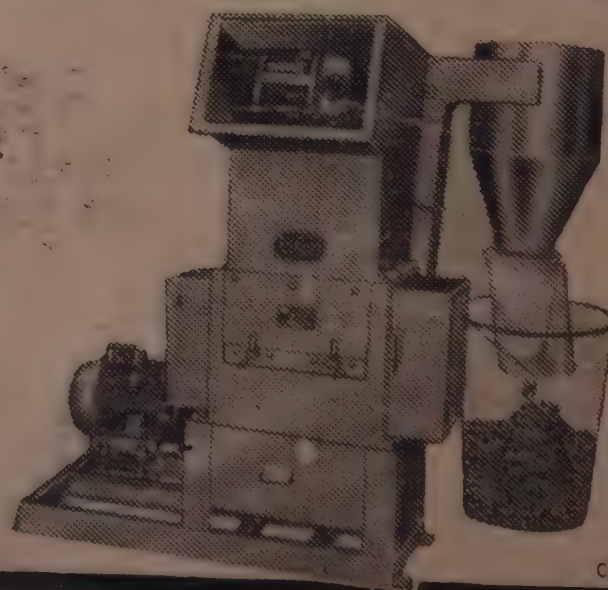
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# A Landmark For Exports—Chemicals, Pharmaceuticals, Toiletries and Allied Products

The exports of those products which have been grouped together under the Basic Chemicals, Pharmaceuticals and Cosmetics Export Promotion Council (CHEMEXCIL) are all set to cross the landmark figure of Rs. 500 crores for the year 1985-86, says, V. Ramadurai, Chairman of Chemexcil. His optimism is based on the figures so far available for the period had reached Rs. 353.7 crores against Rs. 339.9 crores for the same period in the previous year. These figures are only those of exports from the major Indian ports. Exports through the small ports and by air, are to be added to these totals. This will surpass the target of Rs. 426 crores fixed earlier for Chemexcil. In addition exports of naptha have reached the imposing figure of Rs. 375 crores and are expected to cross Rs. 400 crores and also exceeding the target of Rs. 92 crores by more than four times. The figures for the full year just released are 413 crores and a total of Rs. 894 crores.

The largest share of exports under Chemexcil is that of Drugs, Pharmaceuticals and Fine-Chemicals which accounted for Rs. 128,155 crores, somewhat more than 35% of the total exports. The surprising second to this leader in the export drive is Glycerine, Soaps, Detergents, Cosmetics and Toiletries, with Rs. 72.95 crores an increase of nearly 300%. Against a target of Rs. 50 crores Basic Inorganic & Inorganic Chemicals including Agro-Chemicals have risen from Rs. 3.30 crores in 1984-85 (April-January) to Rs. 42.38 crores and looks certain to cross the market year end (March 1986). However, year end figures are lower at Rs. 43.38.

Another component of the Chemexcil which is showing improved results on the export front is crude Drugs & Misc. Items which moved up from Rs. 46.33 crores to Rs. 57.83 crores and has also exceeded its target for 1985-86 of Rs. 45 crores. Essential Oils have also moved up from Rs. 3.75 crores to Rs. 8.92 crores against a target of Rs. 6 crores.

The items which have performed poorly are Dyes, Intermediates, Alcohol & Coal Tar Chemicals which have fallen to Rs. 34.77 crores from Rs. 36.68 crores in 1984-85. Another poor performer was Agarbattis exports declined from Rs. 6.54 crores in 1984-85 to Rs. 5.64 crores in 1985-86 (both being for 10 months). This products appears to have very little chance to cross the target of Rs. 10 crores fixed for 1984-86. Final figures for 1984-85 are Rs. 7.05 crores.

While this is the favourable position of the Chemexcil side of the chemicals industry there two other councils concerned with the remainder of the chemical exports sector. These are the Chemicals and Allied Products Export Promotion Council (CAPCIL), and the Plastics and Lincleums Export Promotion Council (PLEXCONCIL).

A significant stepping up in exports has been included in the Seventh Plan for the chemicals sector. The exports of the chemical and allied sectors is expected to reach Rs. 869 crores in 1985-86 and this expected to rise by 20% to Rs. 1,003 crores in 1986-87. The target for this sector for the following year has been fixed at Rs. 1,155.6 crores and in 1988-89 it is expected to rise still at a faster pace to Rs. 1,348.9

crores. The export earnings of the chemicals and allied sectors is expected to reach another milestone when it crosses the Rs. 1,500 crore mark in the final year of the Seventh Plan, 1989-90.

The performance of this sector of industry has come to the notice of the Indian Commerce Minister who has commended its export growth despite being in the initial stages of development. He also points out that there is tremendous scope for export growth in this sector. He also points out that there is tremendous scope for export growth in this sector. He stated that "special schemes are being formulated to give a major thrust to sectors such as industrial plastics, drugs and pharmaceuticals during the Seventh Plan."

The pressure of the Union Government's problem to increase export earnings and the fact that this sector has shown very promising results has led to its selection as a thrust area for boosting exports during the Seventh Plan period. The current target fixed is Rs. 825 crores but in many cases the Government is pressing the industry to revise its targets upwards.

For this reason Chemexcil has chosen to concentrate and intensify its efforts to boost exports in selected areas on a priority basis. These selected areas are in bulk drugs, dyes and intermediates, agro-chemicals, essential oils and Indian systems of medicine. The Council has chosen to carry out this policy objectives by developing special export promotion schemes to exploit the advantages of infrastructure and expertise that these industries possess.

The markets for the thrust items have also been identified. These markets lie in the difficult West European sector and these countries have been identified by them as the Federal Republic of Germany, Belgium, The Netherlands, Denmark and the United Kingdom. In the case of dyes and intermediates the target markets are West Germany, Belgium, Holland, Switzerland, Italy, and the US.

The market for agro-chemicals is somewhat different viz. the ASEAN countries—Indonesia, Malaysia, Singapore, Thailand and the Philippines. These products are usually the products of western technology and are chemicals such as nicotine alkaloids, nicotine sulphate, aldrin, aluminium phosphide, pesticides and other insecticides, zinc phosphide, endosulphan tech., and malathion.

However the exporters of essential oils are targeting their products towards the developed countries such as the US, France, and Japan. Essential oils exports are composed of cardamom oil, cedarwood oil, clove oil, eucalyptus oil, ginger oil, lemongrass oil, palmarosa oil, sandalwood oil, peppermint oil, blended rose oil, and other essential oils such as davana oil, and jasmine tuberose con.

But all these products will have to face intensive competition from other developing countries which produce these oils and other similar products. In addition they will have to scale protective barriers which the targeted countries will consequently be erecting against avalanche of imports from the developing countries.



Drugs and pharmaceuticals face an additional test. They are required to be registered in the importing country and this condition requires considerable initial expenditure since these countries have bureaucracies who need much paperwork and hence requires a stay in the concerned country. If it happens to be European country or the UK or the US then the low international value of the Indian rupee the main cause of this heavy initial expenditure.

Another aspect of the export effort of Chemexcil is pointed out by V. Sitaram its executive director. This is the continuous addition of new products to range of exports in this sector. The method is to explore new markets in the Third World countries and the soft terms of payments naturally win an easy entry for Indian products and this has happened in the African, South-East Asian and also Far Eastern markets.

Indian pharmaceuticals have been exported as finished formulations and they have maintained their gene-

ric nature since these exports have been made against tenders floated by the Health Ministries of these countries. A few exporters have also fared well in establishing their brand items in the export markets against stiff competition from the developed countries.

Indian manufacturers of bulk drugs and pharmaceuticals have achieved a breakthrough in developing their own technology. And consequently they have been able to produce drugs such as sulphamethoxazole which combined with trimethoprim is known as Septran, the brand name of the British multinational Burroughs Wellcome (India). This drug is now also manufactured by Cipla, an Indian company through its own research and development efforts.

Other drugs which are being manufactured in the country are ethambutol, streptomycin sulphate, paracetamol, potassium iodide, quinoliner and methyl dopa one of the more important used for treating diseases of the nervous system such as cere-

bal palsy. These drugs are exported even to the advanced markets such as Western Europe and the US. Other important markets are Hong Kong, Thailand, Bangladesh, Egypt, etc.

Some Indian drugs and Pharmaceuticals have also won the approval of the US Food & Drug Administration which speaks much of the standard of the quality of products manufactured by the Indian drugs and pharmaceuticals industry.

While efforts have been made to push exports of conventional drugs and pharmaceuticals, plant chemicals also form a considerable portion of the Indian drug formulating industry. Among these are phyto-chemicals and alkaloids. The rich variety of Indian botanical plants has helped the development of systematic research and the isolation of active principals. Researchers have already succeeded in extracting vinblastine and vineritune from vinca rosea. Another important one is calcium senoside from senna pods. They have also pro-

duced emitine from ipecac, strychnine and brucine from nux vomica. Trials for commercial production are now being undertaken.

The focus is now on ayurvedic medicines since these are said in certain cases to be more effective than allopathic drugs. The therapeutic values of these medicines has been proved in overseas markets and consequently it is only a matter of increasing production and of maintaining quality standards. This is particularly important since the main markets are those of the discerning West Germans and Americans. The interest in these countries in the ayurvedic system of medicine is because it has been found that patients acquire resistance to many of the new synthetic drugs and hence the system of ayurvedic medicine which uses safe therapeutic systems.

An now when examining this industry is that there is dearth of information on clinical trials and toxicology tests on these medicines. This data is essential for obtaining registration for these drugs in the target countries without which it would be impossible to export to them. If registration is obtained then it would be possible to export and develop a consistent demand for these medicines. Chemexcil staff are currently collecting this basic information and will publish their findings in the shape of a directory which will be available to all producers of these ayurvedic medicines.

One more indigenous medicine is castor oil. In recent years castor oil has developed a steady demand in countries as diverse as West Germany, Thailand, UK, USA, Australia, and Singapore. Indian industry has also developed technology to split castor oil into its derivatives which reduces bulk export of Castor oil and instead its derivatives form less bulk and earn more foreign exchange particularly US dollars.

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In the basic chemical industry the high cost of production has been an inhibiting factor in restraining exports. But manufacturers have each chosen their particular slot and have been successful in exporting at a price which persuades foreign buyers. Thus meta-amino phenol is being exported and similarly dicalcium phosphate. Other products which are in this category are acetone and rare earth chloride. In their case the large production capacity has helped to bring the unit prices to competitive levels.

The agro-chemicals industry has been expanding at a brisk pace. Sufficient production facility has been developed to raise production of nicotine sulphate, aldrin and aluminium phosphate. These chemicals have won wide acceptance in the markets of the US, Japan, West Germany, Iran, Saudi Arabia, Australia and Malaysia. The Indian industry in agro-chemicals will be vying with their western counterparts for a share of the estimated world consumption of 64.85 lakh tonnes by the year 1990 and currently growing at the annual rate of 2.3%.

In the field of essential oils, which are also grouped under Chemexcil. To sandalwood, oil, India's only essential oil exported, the field has widened to palma rosa oil, citronella oil, cedarwood oil, eucalyptus oil and lemongrass oil. Another oil which is only available in this country is davana oil which mainly used as a flavour in tobacco and in pastry making. Then the Indian industry has begun exporting floral concretes such as jasmine and tuberose. Large areas in the Indian state of Karnataka have been brought under cultivation of jasmine and Indian production is moving up while that of its only competitor, Egypt is reported to be going downhill. French and US buyers, since these two countries are the main consumers, are now looking

towards India to fill the gap caused by the Egyptian downslide.

Thus the last two years exports under the banner of Chemexcil have been showing an increasing trend in this segment. Some companies are like Kores the Bombay-based manufacturer of office stationery such as typewriter ribbons and carbon paper, has distinguished itself by becoming the only exporter in the year 1984-85 of barium carbonate and sodium sulphide.

Another company is Torrent Labs which is based in Ahmedabad in Gujarat. The company began operations in 1959. The Torrent management did not need much study to realise that the diseases that afflict the advanced countries would follow the wake of industrial development in India and so they specialised in those medicines which would be needed for cardiovascular, gastro-intestinal and optahalmic diseases. Their range of products now cover all requirements of these ailments. Recently in 1984 they obtained a collaboration agreement with a leading Dutch firm Janssen Pharmaceuticals, Belgium. Torrent began exports in 1983 and in 1984-85 has succeeded in winning acceptance for its products so that its exports increased by 500% and won a CHEMEXCIL prize. In 1985-86 the company has widened its exports to nearly 20 countries and the countries included are Australia, Afghanistan, Botswana, Sri Lanka, Fiji, Ghana, Malaysia, Singapore, the USSR and the Middle-East countries. The company's commitment is to continue its export march.

The Isabgul Export Corporation has shown that even products such as psyllium, and medicinal herbs can be exported and that too to countries such as the US, Western Europe and also has opened new markets for psyllium in Thailand, Japan, Sweden, Denmark, Italy, China and Korea.

In the export of dyestuffs Jaysynth Dyechem Pvt. Ltd. has won the coveted first export award of Chemexcil for the second consecutive year in 1984-85. The company is based in Bombay and is planning to reach even greater heights in the years to come. This company has made its achievement in the section Dyes, Intermediates, Alcohol & Coal Tar Chemicals of Chemexcil.

Chemexcil has also developed a new award: the Trishul. This is awarded on the basis of 3 continuous years of export growth by exporting and developing new products and new markets and new heights achieved in sales turnover. In addition to these criteria the winning candidate must have won Chemexcil award in each of these three years.

The winner of this award in the large companies category has been Excel Industries Ltd. In the small scale sector the winner has been

G. Amphray Laboratories which is headed by Ramu S. Deora. The winning performance of this small company goes to prove that big companies are not always successful in exporting to other countries. G. Amphray has been strong on price despite market fluctuations, and the quality has been maintained at a high level. Thus Amphray's commitment to price and quality has won for it acceptance for its products in the sophisticated markets of the US, West Germany, UK, Belgium, Switzerland, Holland, Denmark, Romania, Peru, Australia, New Zealand, Indonesia, Hong Kong, and Singapore. It has exported also to Thailand, Sri Lanka, Pakistan, Bangladesh, Turkey, Mauritius and Egypt. And in India this company also maintains the same high standards that it has achieved in its exports.

The top award in the large scale sector has been won by

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Cadilla Laboratories which is based in Ahmedabad, Gujarat. Cadilla itself was started in the small scale sector and has grown fast to enter the large scale arena and has secured its first Chemexcil award in the year 1982-83. The company showed its abilities by chalking up another Chemexcil award in the following year and now in 1984-85 it has succeeded in going one step higher and has achieved the top award in Drugs and Pharmaceuticals.

Bombay based companies have also obtained the top and first awards in the small scale sector. These are Unique Pharmaceuticals and Eupharma Laboratories. The second award in the small scale sector has been won by a company in Jalgaon, Maharashtra. This is Jain Plastics & Chemicals.

The next category is the Drugs and Pharmaceuticals section of Chemexcil. In this area Delhi-based Ranbaxy Laboratories Ltd. has won the first award. Second to Ranbaxy is the Bombay-based Themis Chemicals Ltd. Themis is exporting to the UK, West Germany, Switzerland, Spain, Italy, USSR, Singapore, Malaysia, Indonesia, South Korea, Thailand and even to strife-torn Sri Lanka. The third place was won by Torrent Laboratories mentioned earlier.

In the Dyes, Intermediates, Alcohol & Coal Tar Chemicals Panel, the first award went to Jaysynth Dychem Pvt. Ltd. (mentioned earlier). The first certificate of merit went to Bombay-based K. Patel Chemo Pharma Pvt. Ltd. and the second certificate of merit has been won by and Tamil Nadu-based company, Vanavil Dyes & Chemicals Ltd. having its headquarters near Cuddalore in South Arcot district.

A Swiss multinational comes into the picture in the Panel for Inorganic & Organic Chemicals including Agro-Chemicals Panel. This is Sandoz (India) Ltd. which operates from Bombay. United Catalysts India Ltd. from

New Delhi comes second in this category and the first Certificate of Merit has been awarded in this category to Hi-Media Laboratories, Bombay. Kores (India) Ltd. Bombay has won the second certificate of merit. Hi-Media Laboratories is a company which was promoted in 1978 and specialises in dehydrated culture media. Hi-Media began exporting in 1979 and won the coveted certificate of merit for the first time in 1982-83. That it has won this award again in the year 1984-85 speaks of the dedication of its managers and staff to make human life a corporate concern. This Bombay-based company now produces a wide product range which covers over 1,000 culture media in powder form for the needs of Indian industry.

In the Glycerine, Soaps, Detergents, Cosmetics & Toiletries segment the first award has been won by the Tata group company, Lakme Ltd. This company is headed by Mrs. Simone Tata and her pragmatic policies have been steadily winning a slice of both Indian and foreign markets in this section. The second award has been won by a Kerala (Iranjalakuda) company, S. V. Products.

For the Agarbattis Panel the first award has been won by Bharat Industrial Corporation, Bangalore and the second award has been won by another company from the same city, Hilltop Industries. In the Allied Panel the company winning the first award is Rajendra Brothers from the North Gujarat city of Sidhpur. The winner of the Second Award is another company from the same North Gujarat city, is the Sidhpur Isabgol Processing Co. The Certificate Merit was won by Vijai Industries also from North Gujarat. Another exporter who has won the second Certificate of Merit is Giridharlal Vithaldas Patel from Sidhpur. In this Panel the only prize winning company

not from North Gujarat, is the Isabgol Export Corporation which is based in Bombay.

There is another category of exporters under the Chemexcil. The first award under the panel was won by Pchoomal Kewalram Sons, Bombay and the Second Award by Priya Chemicals of Bombay. There are six Certificates of Merit. These companies are in the following order: Bajaj International, Bombay, Inkemex, India Ltd., Bombay, K. Uttamlal (Exports) Pvt. Ltd. Bombay, M. M. Abdul Hameed & Sons, Alwaye (Kerala), Maxwell Pharmaceuticals Pvt. Ltd., Gokul Enterprise, Bombay.

While these awards and their winners can be said to be a fine thing for Indian industry one would have expected the Union Government to have given more concessions to industry particularly the small scale sector in the cosmetics industry. The cosmetics industry has been viewed by the exchequer as a source of revenue not as an industry that is to be nurtured. But the Government can hardly expect the small scale sector to produce revenue. And some of the Finance Minister's efforts in rationalisation of direct taxes in the budget of 1985-86 led the small scale sector to expect greater relief during the budget of 1986-87.

These hopes were belied. The pre-budget increase in the price of petroleum products resulted in an overall increase of 15% in the cost of production of costly products. The cosmetic industry is dependent on petroleum products such as white oil, paraffin liquid, paraffin wax, petroleum jelly, microcrystalline wax and the Government's hike in prices raised hopes that there would be compensatory concessions.

The budget concession of 1986-87 however gave concessions that were below those already enjoyed by the

cosmetics industry. To make matters even worse the cosmetics and some other industries were isolated as if they were different from any other small scale industry. The small scale cosmetics sector is exempted from paying excise duty on a turnover of Rs. 5 lakhs. On Rs. 5-10 lakhs turnover the units in this sector have to pay 52.5% excise duty and an excise duty of 105% is levied on those units whose turnover exceeds Rs. 1.00 crores. The Finance Ministry even goes to make no difference between the refrigerator and the cosmetics industry. The cosmetics industry is one which provides products of daily use.

In addition to this there are other items of the packaging industry which are used widely in the cosmetic industry which carry an additional excise levy. The excise duty on glass bottles has been increased by 5%. Pilferproof caps face an increase of Rs. 30 per 1,000. Perfumed hair oil has the duty raised by 5%. The excise duty on refined groundnut oil has also been similarly raised and hence the small scale sector is being priced out of the market because their competitive prices have come on par with those of the multinationals.

One suggestion is that shampoos would be made cheaper so that the consumption of soap for washing hair is reduced and edible oil used in the manufacture of soap could be diverted for cooking purposes. But shampoos are so costly that they can only be used by the upper middle class and the rich. Looking at the price of soaps in the space of 14 years since 1972 the price of ordinary soap such as Hamam and Rexona has risen from 70p to Rs. 1.00 a rise of more than 300% and the Union Government still talks of catering to the common man.

Similarly Talcum powder which is used widely both in the urban and rural areas



attracts a duty of 105%. The Finance Minister when he inaugurated the National Seminar on the development and financing of small and medium enterprise organised by WASMR (World Assembly of Small & Medium Enterprises) in July 1985 said that he would take into consideration the view of all sectors of industry before announcing his proposals in order to shift from a high cost economy to a competitive one. But apparently he has not done so and the Indian citizen still continues to pay exorbitant prices for his daily necessities of cosmetics and toiletries. And one MP has aptly pointed out during the Budget discussions that the cosmetics industry is being deliberately strangled. The most helpful suggestion has been to extend the 52.5% excise duty to those

with turnover up to Rs. 75 lakhs. This would enable those units which cross the Rs. 5 lakh barrier to raise their production to the optimum level. One of the statements made by the Finance Minister during an Open House Held in New Delhi, was that few of the small case scale units paid excise duty. With the rate being 52.5% and 105% it would be a daunting task for any small unit to pay this rate and stay financially healthy. Any small unit can only pay 15%-20%. Secondly small units cannot compete with the large promotion budgets of the big units such as Lakme, Hindustan Lever, Tomco.

The Union Government has to change its stance on heaping taxes on this industry. It may be that they

consider its products a luxury. This is quite erroneous since these products are for skin care, Hair care and oral hygiene and from this standpoint and the level of pollution in various cities and towns being at dangerous heights, they are a necessity. What the Union Government must understand that its burden of taxation stands as a barrier to development and the welfare of the nation. A lower level of taxation would yield higher revenue on higher levels of economic activity and higher turnover of the industry.

And that is not all. The Bombay Chamber of Commerce & Industry has on 5th July Called for a realistic patent law and removal of sectorisation, to ensure easy flow of the latest products in the Indian drugs and pharmaceuticals market. Patent law maintain the Chamber, do not provide adequate protection to the inventor owing to the relatively short 5-7 year period of patent protection for drugs and pharmaceuti-

cals. Besides this, even out of these 5-7 years, 3.4 years are lost in getting various clearances to manufacture and market the product. India not being a member of the Paris convention on patents, has resulted in owners of valuable patents not having the assurance of adequate protection in the country.

Sectorisation of licensed capacity under the existing drugs policy and constraints placed on drug production, even when they be in short supply, has resulted, in increasing unit production costs. The Chamber has pleaded for extending the period of patent life to 15 years and also by product not by product-by-process patent. This, with the abolition of sectorisation, will create a genuinely competitive climate and help to reduce the prices of products in the market, both domestic and international. Only when this happens will the export offensive gear up to meet the targets demanded by the needs of the Indian economy.

#### EXPORT PERFORMANCE OF CHEMEXCIL (3 YEARS)

(Rs. Crores)

	1982-83	1983-84	1984-85
<b>Panel I :</b> Drugs, Pharmaceuticals & Fine Chemicals	161.82	217.49	194.36
<b>Panel II :</b> Dyes, Intermediates, Alcohol & Coal Tar Chemicals	38.19	45.24	43.45
<b>Panel III :</b> Basic Inorganic & Organic Chemicals incl. Agro- Chemicals	260.31	204.51	473.59
<b>Panel IV :</b> Glycerine, Soaps, Detergents, Cosmetics & Toiletries	35.84	36.83	93.92
<b>Panel V :</b> Agarbattis	9.99	7.48	7.05
Essential Oils	9.97	7.34	13.68
Crude Drugs	43.87	79.17	66.29
Misc Items	0.86	1.22	1.14
	<u>558.89</u>	<u>629.29</u>	<u>804.52</u>

Note : The figures include export of Naptha solvent.

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# COMPANY PROFILE

## Haresh Group of Companies

Hareshkumar & Company started in a modest manner their initial trading activities in Bulk Drugs in year 1974. In the beginning their activity was confined to procure bulk drugs from local sources and supply them to Bombay based pharmaceutical companies. Gradually, they could establish wide business contact with a number of pharmaceutical companies in Bombay and other parts of India and developed an expertise in understanding of this trading business. Gaining these business advantages, their business has been continuously and rapidly growing in the last 11 years. During this time they also entered into different but related fields of this business and to extend specialised, efficient services in different fields, they have established the following new companies:

1. Haresh Pharma-Chem.
2. Haresh Oveta
3. Haresh Tradelink
4. Haresh Chemicals.

They eventually grouped all these companies under the banner of HARESH GROUP OF COMPANIES so that overall impact and business potentiality of the group could be fully utilised to advantage.

The detailed business activities of each of these Haresh group of Companies are given as under :

**Hareshkumar & Company:** In first year of their establishment in 1974, they achieved

a turnover of Rs. 5 lacs. However, their main gain during this period was durable business creditability and goodwill amongst the trading community and the numerous pharmaceutical companies.

The main activity of supply of bulk drugs grew steadily



**K. S. Kasat**

dily during last the 11 years, however, they developed keen interest in prospects of importing bulk drugs on available import licences within the framework of existing import policies and started supplying their own imported materials to pharmaceutical companies. They developed excellent expertise in this import field and at one time, they dominated in import of Citric Acid, Prednisolone and Gentamycin. This new import activity gave them an additional benefit to develop very close business relationship and rapport with China National Export &

Import Chemical Corporation various other such corporations branches in China, and since 1980 Hareshkumar & Company are regularly invited to attend the China Trade Fair held twice a year. They are one of the few companies who have had the privilege of this continuous repeated invitation.

In 1983, they initiated the import of solvents in bulk for the first time and in the last 4 years, they have imported bulk chemicals and solvents such as IPA, Acetone, Methanol and Orthoxylene. They imported them in tankers with quantities varying between 200 to 500 MTS at a time. Hareshkumar & Co. were first amongst trading companies to enter into this kind of import activity. This business is very complex and needs very fine co-ordination of various activities such as booking material, acquiring local storage facilities (limited storage facilities are available for such solvents), timely unloading of the material off the tanker (with a limited available waiting time), arranging local tankers to transport material from such storage tanks to buyers side in far away places in other states such as Gujarat, Karnataka etc. Due to intricate activities involved in this business they had to acquire a proper grip on followup procedures and proficiency in handling of these import activities. They have managed so well to this newly developed business activity

that it has been growing steadily over last four years.

In 1984, they decided to develop the export of bulk drugs from India. With no experience in this export field, they meticulously studied the details of business mechanism of the export and soon initiated exports of Ethambutol by mid-1984. Within one year, they achieved export business of Ethambutol to the extent of 10 million Rupees and exported to countries such as U.K., West Germany, Denmark and China. Since then, they have exported other bulk drugs such as Tinidazole, Mebendazole, Pyrazinamide etc.

They have been able to establish a very good performance track of export since 1984 and are fast expanding in this field successfully.

As a part of their expansion, they thought of entering into manufacturing activity of bulk drugs. As a first step towards this objective, they have taken on lease an existing manufacturing unit to acquire industrial management experience and capabilities so that they can then float their own manufacturing unit in very near future. Basic idea of owning the manufacturing facilities is to ensure timely availability of quality products.



**Haresh Pharma-Chem :** It was realised by Hareshkumar & Co. that they being located in Bombay, were unable to service satisfactorily the requirements of bulk drugs/chemicals of companies in Northern and Eastern Regions of India. Both these areas were developing their industries rapidly, and Hareshkumar & Co. could visualise a large potential growing market for bulk drugs and chemicals including solvents in these regions. Hence, they decided to start a new family company in name of Haresh Pharma-Chem in Delhi. Haresh Pharma-Chem became a important link for redistribution of materials imported by Hareshkumar & Co. and for locally procured materials from Bombay market-being the most important centre for trading of both-bulk drugs and chemical. Also, Haresh Pharma-Chem acquired exclusive distributing rights for bulk drugs manufactured notably in Hyderabad their business turnover kept on increasing steeply.

**Haresh Oveta :** In 1983, it was decided to start an independent indenting house in name of Haresh Oveta-as an associate member of Haresh Group of Companies. Haresh Oveta in last three years could develop very good indenting turnover and establishing close business links with number of manufacturers and shippers in international market. Their turnover grew from 5 million Rupees in first year to 30 million by this year. Haresh Oveta enjoys firm business arrangement for indenting of bulk drugs, intermediates and chemicals of internationally renowned trading house of Nagase & Co. Ltd., Japan. Based on Hareshkumar & Co's developed business contacts with China, Haresh Oveta was also able to establish their own independent business relationship with number of different branches in China. Haresh Oveta this year could enter into ex-

clusive arrangement for supply of Theophylline and Diosgenin to the Indian Market with two different branches in China. Haresh Oveta has been the largest indenter of Diosgenin from China to India and they have enjoyed this position since last three years. Haresh Oveta basic business approach is to enter into specific exclusive arrangement with foreign manufacturers and shippers and in this respect, they are already negotiating with a very large trading house in Germany for bulk drugs, chemicals and solvents and with a manufacturer in UK for Drug Excipients which are of internationally renowned quality.

**Haresh Chemicals :** This company was incorporated in 1983 with an objective to specialise in supply field of solvents and chemicals to certain assigned companies. Basic idea was to improve on the services in this field and to develop intensely this supply activity in chemicals and solvents. They have done extremely well in short period of three years.

**Haresh Tradelink :** This company was started in 1984 with an assigned task of developing export prospects of new items such as Color Dyes, their intermediates and non-traditional bulk drugs. They have already completed their initial field work and are on the verge of takeoff to conclude their first big export business. Besides this export development commitment, they are developing their own expertise in technical and financial management field, so that they can lend their support to small companies for efficient production and financial management. They will be restricting their activities to such identified companies who can fit with their overall objective of developing export of above mentioned products.

The Group total turnover over the last three years is as follows :

1983-84	Rs. 90 million
1984-85	" 120 million
1985-86	" 150 million (targeted)

**They have a total offices :**  
2 in Delhi, 1 in Nariman Point, 2 in Princess Street, 1 in Kalbadevi and 1 in Colaba.

## Beekay Pesticides Private Limited

Mr. H. B. Shetty, Chairman & Managing Director of Beekay Pesticides Pvt. Ltd. proudly stated that his Company was incorporated in 1972 with the main objectives of Industrial Pest Control Treatment and manufacture of Pesticides Formulations.

In 1973, the Company was registered as a Small Scale Industry and commenced production of various Pesticides Formulations such as Aldrin, Malathion, Endosulfan etc., after getting necessary Registration and Licence from the concerned Departments.



H. B. Shetty

Due to progress made the Company shifted its Factory to MIDC Industrial Zone at Dombivli, District Thana, Maharashtra in 1978 where the factory is now situated. Sticking to consistent quality standards maintained by it at all levels of production, they were awarded with the coveted ISI marking licence for four of their products

viz. Aldrin, Malathion, Endosulfan and DDT.

The said products are marketed to various Public and Private Undertakings, Government Departments such as DGS & D, CPWD, Food Corporations, Central and State Warehousing Corporations, International Airport Authority of India, P & T depts etc., and the company is under rate contract with many State Governments for the sale of this products.

Their fast-moving formulation (Beekaldin) ALDRIN 30% EC is quite familiar with the Builders and Houseowners in India for Termite Control Treatments and the Company intends to explore the Overseas market for this product as well as for Malathion which is extensively used for Public Health purpose. Overseas parties intending to import their famous Formulated Products or those who want to start Formulation Units may contact them for know-how or tie-up.

The company is a Member of the Indian Pest Control Association and Pesticides Formulators Association of India.

Endowed with a dynamic personality and modern outlook Mr. H. B. Shetty is always anxious to meet any challenge towards protection of Public Health and Property. He claims that his Company is well organised in all aspects to market its Products in India and Overseas alike.



# G. Amphray Laboratories

G. Amphray Laboratories, an Export Oriented Small Scale unit was founded by dynamic and youthful Industrialist Mr. Ramu S. Deora in the year 1966 and recognised as an Export House by the Ministry of Commerce, Government of India in the year 1975, is proud of winning the most prestigious export award "TRISHUL" from Chemexcil for its export performance during the year 1984/85.



**Ramu Deora**

In making selection for awarding "TRISHUL", only a select few contenders are considered, who are three time First Export Award Winners in the past. The factors like consistency and growth in exports, actual exports during the previous three years, the number of products exported and the number of foreign markets covered are also given due weight. As such the selection is based on exceptionally rigid criteria. Amphray is proud of achieving this feat of Crowning Glory. In the past Amphray won four First Export Awards from Chemexcil.

Amphray exports over 90% of its production to

customers world over and its exports during previous four years are as follows :

Year	Rs. in lacs
1981 82	55.30
1982 83	96.19
1983 84	161.28
1984 85	294.97

Countries to which Amphray exports its products include U.S.A., U.K., West Germany, Belgium, Switzerland, Holland, Denmark, Romania, Australia, New Zealand, Indonesia, Hong Kong, Thailand, Singapore, Sri Lanka, Pakistan, Bangladesh, Turkey, Mauritius, Egypt, Peru, etc.

Products which Amphray manufactures and exports include bulk drugs like Paracetamol, Di-iodohydroxyquinoline, Diethyle Carbamazine Citrate, Pthelyle Sulphathiazole, Potassium and Sodium Iodides, Potassium and Sodium Citrates, Potassium and Sodium Bromides, Di-sodium Hydrogen Citrate, and tablets of paracetamol, Pyrazinamide, Di-iodohydroxyquinoline, Sulphadiazine, Diethyle Carbamazine Citrate, Chlordiazepoxide, Frusemide, Primaquine, Furazolidone, etc.

From the very start Mr. Deora's primary objective was to nurture Small Scale Sector in Basic Drugs and Pharmaceuticals and to this end he has maintained continuous dialogue with the Government in policy making and establishing guidelines. His committed and pioneering efforts have resulted in significant benefits for the Small Scale Sector as a whole, and today, he sustains his endeavour as an Office bearer in several promotional bodies in the field, viz.

- \* **Chairman (W.R.)**  
Federation of Indian Export Organisations (FIEO)
- \* **Vice-Chairman**  
Basic Chemicals, Pharmaceuticals & Cosmetics Export Promotion Council (CHEMEXCIL).
- \* **Chairman — Drugs & Pharmaceuticals Council**  
All India Manufacturers' Organisation (AIMO)
- \* **Vice President**  
National Alliance of Young Entrepreneurs (NAYE).

Amphray embodies his principles and ideals. It has developed its winning attributes through the hard work of over two decades. Its performance has always reflected the integrity and dynamism of its youthful founder.

Amphray has achieved success in most sophisticated and demanding markets overseas by offering world class products, ensuing timely deliveries and keeping firm commitments despite market fluctuations. The same world standards are assured for Amphray's valued customers in India who believe in high quality products.

To expand the Company's role in exports, Mr. Deora established a new project at Ambernath in the name of Triochem Products Ltd. which was commissioned in 1979. This unit comprises a bulk drug plant and a formulation plant. It is a leading manufacturer and exporter of Paracetamol and also makes available high quality generic formulations for common man at most reasonable prices.

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(All Mineral Products - - upto 5 Microns)

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## Industrial Minerals & Chemicals Co. Pvt. Ltd.

13, "Shriniketan", 14, Queen's Road,  
Near Central Excise Building,  
Churchgate, Bombay 400 020.

Phone : 298113/251643/256155/292877  
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# CIPLA

## A CORPORATE PROFILE

In the Pharmaceutical Industry where self-reliance is crucial for the nation's self-sufficiency in the vital area of public health. Cipla Limited holds an outstanding record spanning 50 years.

The manufacture of bulk drugs from basic stages is the key factor in the deve-

for foreign collaborated firms. With over 65 per cent of formulations produced from its own bulk drugs, Cipla can claim to be among the leaders in this core sector.

Another highlight of the Company's basic manufacture programme is that the technology is the fruit of its

from 1973. Cipla has also fruitfully collaborated with the various laboratories of the Council of Scientific and Industrial Research (CSIR), and particularly with the National Chemical Laboratory in Pune, the Central Drug Research Institute in Lucknow and the Regional Research Laboratories in Hyderabad and Jammu.

Over the years Cipla has been the first in India to manufacture a number of bulk drugs including salbutamol, the breakthrough therapy for asthma, manufactured through a complex nine-stage process; nifedipine, propranolol, metoprolol, atenolol and clofibrate for cardiovascular diseases; mebendazole, a broad spectrum, anthelmintic; and, vincristine, vinblastine and ftorafur, the modern anti-cancer drugs.

Out of the 40 bulk drugs currently being manufactured by the Company, 21 were

produced for the first time in India. The drug intermediates, numbering 14, and the bulk drugs fall into the following major therapeutic groups :

Steroids and hormones, anti-hypertensives, anti-amoebics, anti-arthritics, anthelmintics, anti-asthmatics, tranquilizers, anti-bacterials, vasodilators, anti-inflammatory drugs, cardiac drugs and anti-cancer drugs.

"In recognition of the concerted efforts of the Company in acquiring a strong position in the high technology manufacture of bulk drugs, the Indian Chemical Manufacturers' Association conferred. The Sir P. C. Ray Award for Development of Indigenous Technology for 1983 Cipla."

### Advanced Drug Delivery Systems :

Cipla has developed metered medicinal aerosols through pioneering technology in



From Left: 'CHEMEXCIL' Second Export Award 1978-79, 'CHEMEXCIL' First Export Award 1981-82. The Sir P. C. Ray Award for development of Indigenous Technology 1983.

development of a truly 'indigenous, strong and self-sustaining pharmaceutical industry. As early as 1956, the Government adopted a policy of progressively disallowing imports of formulations and encouraging drug units to start basic manufacture, so as to make this a technologically sound industry. This is the very principle that has guided Cipla's growth right from its inception in 1935.

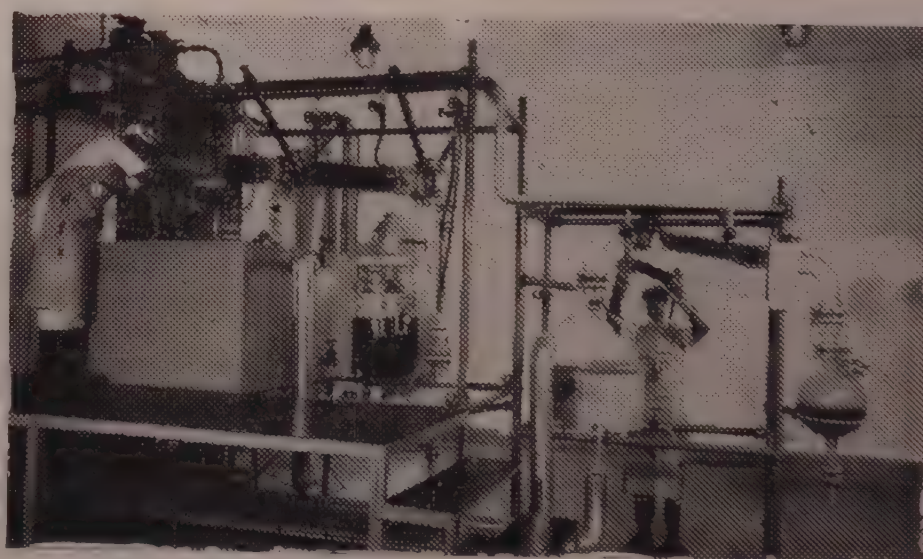
### TECHNOLOGICAL HIGHLIGHTS

#### Basic Manufacture :

The Government has prescribed a basic manufacture to formulation production ratio of 1:10 for the national sector. Cipla's achievement is 1:3, which betters even the 1:5 ratio stipulated

own R&D. Priority has always been given to development of drugs essential to the country's health needs, and which are not produced in the country. This policy was initiated way back in 1939, when the second World War resulted in a shortage in the supplies of Coramine, then an important drug for cardiac ailments. Cipla came forward to help the country in its hour of need and produced this and many other essential drugs, using its own processes.

The Company's R & D efforts have been recognised by the Department of Science and Technology Government of India, which has consistently approved Cipla's research laboratories in Bombay and Bangalore, right



Top : CIPLA Pilot Plant. Below : R & D Laboratory.



keeping with international standards, sustained release dosage forms and micronised formulations for improved therapeutic effect

#### **Medicinal Plants — Scientific Cultivation and Genetic Studies :**

Starting with *Dioscorea*, which was successfully domesticated by Cipla for the first time internationally, the Company's agronomy research centre has been studying and cultivating a number of medicinal plants in its farms in Bangalore. Notable among these are *Duboisia*, *Vinca rosea* and *senna*. The centre also provides technological and market support to other cultivators in the region.

#### **Good Manufacturing Practices (GMP) and Quality Assurance :**

Recently, the US Food and Drug Administration (FDA) approved Cipla's bulk drug manufacturing facilities, after due inspection. This has opened up promising export opportunities to the USA and other developed countries. This has once again confirmed that Cipla's quality standards are on par with the world's best.

#### **HISTORIC PERSPECTIVE**

Cipla's journey as a pioneering enterprise began with the country's march for freedom. The founder, Dr. K. A. Hamied, had thrown himself into Mahatma Gandhi's civil disobedience and swadeshi movements. His patriotic fervour took him to Germany to bring to our country the benefits of science and technology, which then belonged largely to the West. Returning to his land in 1935 with a Doctorate in Chemistry, he started a humble venture dedicated to the science of healing.

The spirit that gave birth to Cipla has sustained it these

**Top : CIPLA Bangalore  
Middle : CIPLA Patalganga  
Bottom : CIPLA Vikhroli, Bombay.**



50 years; the spirit of national pride through indigenous efforts at self-reliance; the spirit to nurture and utilize the inherent talents of our own people.

### CIPLA TODAY

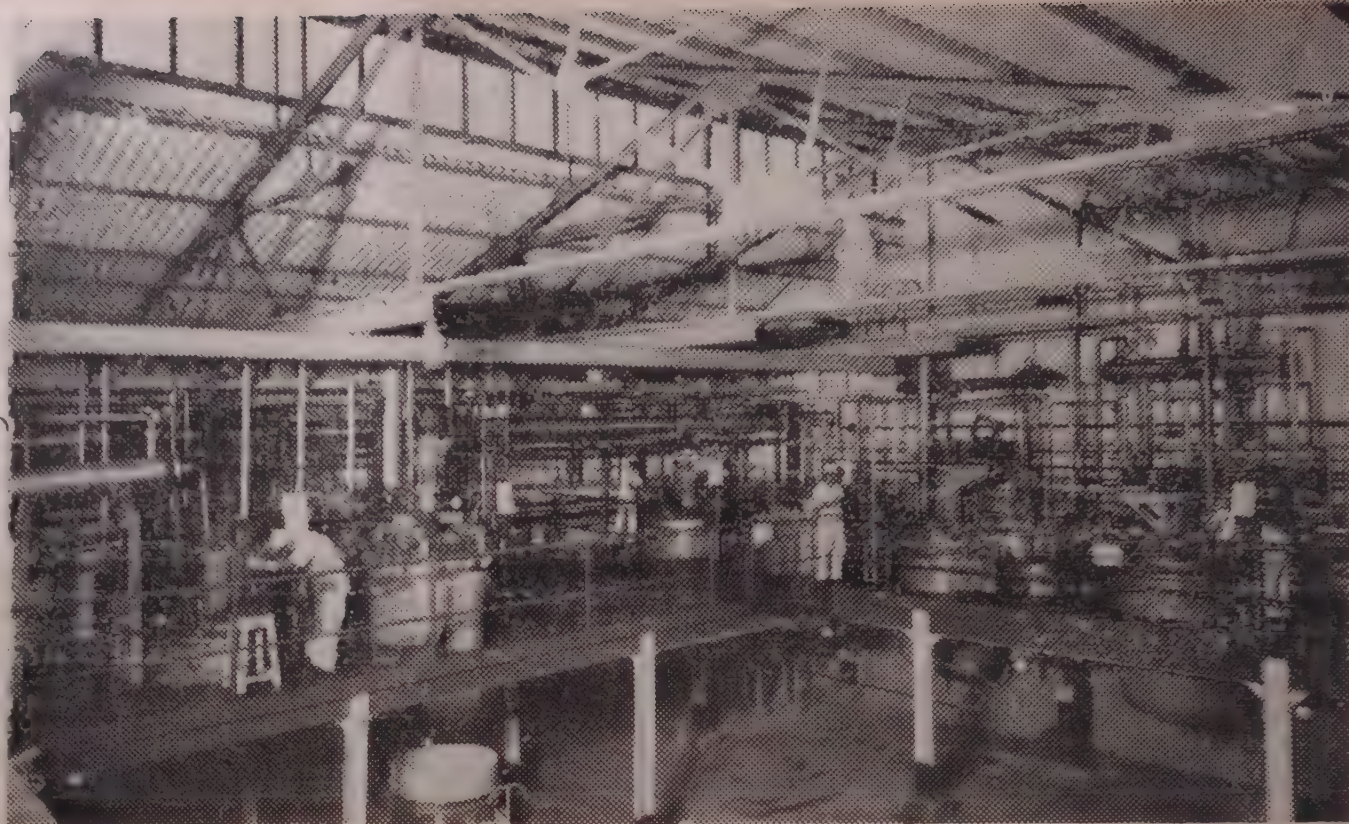
An organisation which started with just two chemists and 12 workers, today ranks among the foremost pharmaceutical companies in India, conducting research in organic chemistry, agronomy, genetics and natural products.

Apart from the achievements in the home market Cipla has also performed well in the important areas of non-traditional exports and import substitution. Almost all the bulk drugs and drug intermediates, produced by the company for the year ended October 31, 1985, valued around Rs. 8 crores, were previously being imported into the country. Exports were to the tune of Rs. 2.5 crores during the current year, with the major markets extending from the USA to Japan and Europe.

Cipla has received two Chemexcil export awards during the last five years for outstanding exports of non-traditional products.

The results for Cipla's golden jubilee year, 1984-85, show a turnover of Rs. 3321 lakhs, an increase of 31 per cent over the last year. The Company hopes to achieve Rs. 4200 lakhs by October 1986 and to consolidate its position among the top companies in the industry. The highlight of Cipla's financial progress has been the ploughing back of substantial profits into business.

Cipla has four manufacturing units — at Bombay Central, Vikhroli, Bangalore and Patalganga. Its R&D centres are in Bombay and Bangalore. With a strength of over 1200, the Company is professionally managed with in-house training facilities and well-developed computerised systems.



CIPLA'S Bulk Drug Plant

### THE FUTURE

In technology, the Company plans to concentrate on a larger scale of operations in chemical manufacture to meet the increasing demands for bulk drugs. Drugs now in the pipeline include diclofenac, ranitidine, fenbendazole, piroxicam, alprazolam and atenolol among others. Most of these will be produced from the basic stages, and for the first time in the country. This would enhance exports and also save foreign exchange through import substitution.

The emphasis on scientific cultivation of medicinal plants and on plant genetics will continue. Development of new improved varieties cover Duboisia hybrids for scopolamine and Dioscorea hybrids having higher diosgenin content.

Investigations have been initiated into newer areas of therapeutics and more advanced drug delivery systems such as implants and nasal aerosols in keeping with international developments in this sphere. A major expansion of sustained release formulations is also on the anvil.

As regards social responsibility, the Company will maintain its endeavours to promote the medical sciences and education. Cipla will continue to sponsor R & D activities through the CSIR, particularly for anti-cancer, anti-leprosy and family planning drugs. Projects to support institutions caring for the socially underprivileged and the mentally and physically handicapped are being stepped up.

The Company's 5-year

plan is geared to enhance overall production in line with the increasing domestic demand for drugs as also for exports. In pharma manufacture, an average annual growth rate of around 25 per cent is anticipated, over the 1985 base. That means a turnover exceeding Rs. 90 crores by 1990 — a long way from 1947, when the turnover of the entire drug industry in India was Rs. 10 crores, with Cipla's contribution being Rs. 23 lakhs.

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'Expel' is the easy way to open choked drains. It keeps the drains flowing and also clean and hygienic.

'Expel' should be used for kitchen sinks, wash basins etc. To give it full time to act, it is best to use it the last thing at night. This product with the aid of boiling water cuts the grease, separates the solid ingredients and by this method, the choked drain is once again opened.

(Continued Overleaf)

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- For making flavoured sweet dishes such as Gulab Jamuns, Butter Milk, Ras Gollas sweets etc.
- For making Cakes.
- Beauticians use for make-ups and for bleaching on face and body.
- Few drops are added in bath tub water for freshness

e. Religious ceremonies and sprinkling.

**Turkish super liquid cleaner :** Multipurpose Turkish Super Liquid Cleaner is formulated to Clean Glassware, Plastic, Acrylic & Metal. With Turkish Super Liquid Cleaner, It's so easy to clean all your household articles that you can clean them yourself.

Unique perfume of Turkish Super Liquid Cleaner washes

off all the odour from Utensils, Crockery, Basins, Bathrooms, floors etc Rich in foam, Turkish Super Liquid Cleaner is also suitable for Refrigerators, Ovens, Silverware, Grease and Oil stains.

**Attars (Non-Alcoholic) :** Alcohol free Attars are used for perfumery purposes and are available in the following flavours : JANNAT-UL-FIRDAUS, GULAB, RATRANI, MOGRA, CHAMELI and OTHERS.

Due to increased demand for the above products from the Indian market and exporters, the company has put up one more plant at Nasik which has commenced production since November 1985. For further information write to : **Health Products**, 363, Kaliandas Udyog Bhavan, Near Century Bazar, Worli, Bombay 400 025. (I). Telephone No. : 4305121.



## **'HEALTH PRODUCTS'**

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## 'Odomos' Mosquito Repellent Cream

'Odomos' the largest selling mosquito repellent in the country is trusted and used by millions. It is a pleasantly perfumed non-greasy cream which should be applied on the exposed parts of the body before going to bed and is safe even for a baby's tender skin.

'Puritas' Water Filters are available in the following range :

- i) Aluminium (epoxy coated) : 2½, 4, 6 & 8 gal. with 1, 2, 3 & 4 Candles resp.
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For further information write to: **Balsara Hygiene Products Ltd.**, 12-A, Jerawar Bhuvan, M. Karve Road, Bombay-400 020. Tel. : 256241  
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## Pravin Laboratory

Pravin Laboratory established since the last 32 years are leading manufacturers and exporters of various pharmaceutical products in India and abroad. Such as Ampicillin — Tetracycline — Ch-

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A range of Pravin Laboratory's products including their well-known 'Gripe Water.

loramphenicol & Streptomycin Capsules. PRAVIN GRIPE WATER, Analgin & Paracetamol Syrup (Analgesic & Antipyretic). Furazolidone + Light kaoline + Pectin Oral Suspension. Antacid Suspension (Aluminium Hydroxide Gel + Magnesium Hydroxide + Dimethicone) — Promethazine Hydrochloride—Piperazine Citrate — Metronidazole — Chloroquine Phosphate all in Syrup Forms. Pralhist Expectorant with Single & Double Antihistamines. Alkacit

Among them the most important product is PRAVIN GRIPE WATER is well known brand is being exported to almost all the gulf countries, African countries and also developed countries like U.K. & U.S.A. are also enquiring for the same.

The company exports their products all around the world.

They are going to start manufacturing all common varieties of tablets and ointments very shortly.

## Industrial Minerals & Chemicals

Industrial Minerals & Chemical Co. (P) Ltd., was established in the year 1955 and is one of the largest Manufacturers & Exporters of Industrial Minerals, Chemicals, Cement Colours, Iron Oxides Take Power, having 4 factories in Bombay, one at Madras and one in Bhavnagar each equipped with full fledged quality control laboratories. Industrial Minerals & Chemical Co. is a family owned Indian Company.

Among the various Industries they serve are :—

Paints and Varnishes, Glass and Glassware, Rubber & Leather, Cosmetics and Pharmaceuticals, Oil Drilling and Refining, Soap, Ceramics, Match, Tiles, Battery etc. and are serving these industries in India and abroad in Countries like U.K., Canada, Thailand, Hong Kong, Australia, New Zealand, Iran, Iraq, Jordan, Syria, Egypt, Philippines, Indonesia, Singapore, Taiwan etc.

The Product range includes :

Activated Fullers Earth, Bentonite Powder, Barytes Powder, China Clay, Calcium Carbonate, Diatomaceous Earth, Dolomite Powder, Fire Clay, Feldspar Powder, Graphite Powder, Manganese Dioxide, Mica Powder, Plaster of Paris, Red Oxide Powder, Silica Powder, Talc

Powder, Vermiculite, Whitening Powder, Yellow Oxide, Cement Colours, Black Oxides, Marble Chips & Powder, Fluorspar.

The export turnover of the group is approx. Rs. 1 crore which is increasing at a rapid rate of 10/12% per annum. The company is an active founder member of the following Export Promotion Councils :—

- 1) Basic Chemicals, Pharmaceuticals And Cosmetics Export Promotion Council.
- 2) Chemicals & Allied Products Export Promotion Council.
- 3) The All India Exporters Chambers.

and takes keen interest in developing overall export from India, through these Councils. Industrial Minerals Merchants Manufacturers Association.

Industrial Minerals & Chemical Co. has been exporting their Products since the last three decades to the entire satisfaction of their valued Clients in various countries all over the world.

### Mr. Kamlesh T. Mehta

Mr. Kamlesh T. Mehta, B.Com. is 26, and is the Export Manager.

He is one of the family members, and joined the Company in 1981 and since then has travelled widely to countries like: Sri Lanka, Thailand, Indonesia, Philippines, Taiwan, Australia, Malaysia, Kenya, Nigeria, Moscow, Paris, Turkey, Egypt, Saudi Arabia, Oman, U.A.E. Bahrain, Kuwait, Jordan Greece etc. and thus has a vast knowledge in the export field.



Kamlesh Mehta



# Central Pharmaceuticals

Central Pharmaceuticals equipped with modern machines and facilities manufactures more special "Sex Medicines" than any other manufacturer in India today, particularly Ayurvedic & Unani Medicines.

res strength in debilitated individuals. It helps to form new blood in the body. It stimulates appetite and gives a sense of well being. It is indicated as a general tonic and can be used by healthy as well as weak individuals. It is



Special Sex Medicines are manufactured by Central Pharmaceuticals.

Under the guidance of Dr. A. R. Farid having over 40 years experience in sexology, the company started manufacturing sex medicines, Dr. Farid normally attends to nearly 80 to 100 patients in a day.

The company also deals in supplying of medicines, of other manufacturers to hospitals, bulk consumers of Allopathic, Homeopathic, Ayurvedic & Unani Medicines, and are now looking in the directions of "Export" for expansion.

Among the products of Central Pharmaceuticals, 'VITOL' tablet is highly acclaimed and has emerged as a leader with people in the age group of 18 years and above. It is more effective when used with "SARTOIL OIL" A herbal massage oil for the "Male organ".

## VITOL TABLETS:

'Vitol' is a general tonic made from Ayurvedic & Unani medicines. "Vitol" resto-

a harmless drug and has no unwanted side effects.

## SARTOIL :

Sartoil is an oily preparation made from ayurvedic & Unani medicines for external use. "Sartoil" a harmless and powerful oil corrects the sideward bend in the male organ and increases thickness of the organ. It is harmless.

## PUSTAI

Is made with very vital ingredients which makes a man feel very young and able. "Pustai" tablets increase virility, sensitivity, thicken semen and increases male fertility. It also helps in controlling "bed times" ejaculations. It is totally harmless even in prolonged use.

## CENTROLAX

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Today Swastik has developed complete expertise in de-

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For further information contact :

Swastik Household and Industrial Products, Division of Ambalal Sarabhai Enterprise Ltd., Ground Floor, Shahibag House, 13, Walchand Hirachand Marg, Ballard Estate Bombay 400 038. Tel. : 267131, 267231 Telex : 599SHIP IN.



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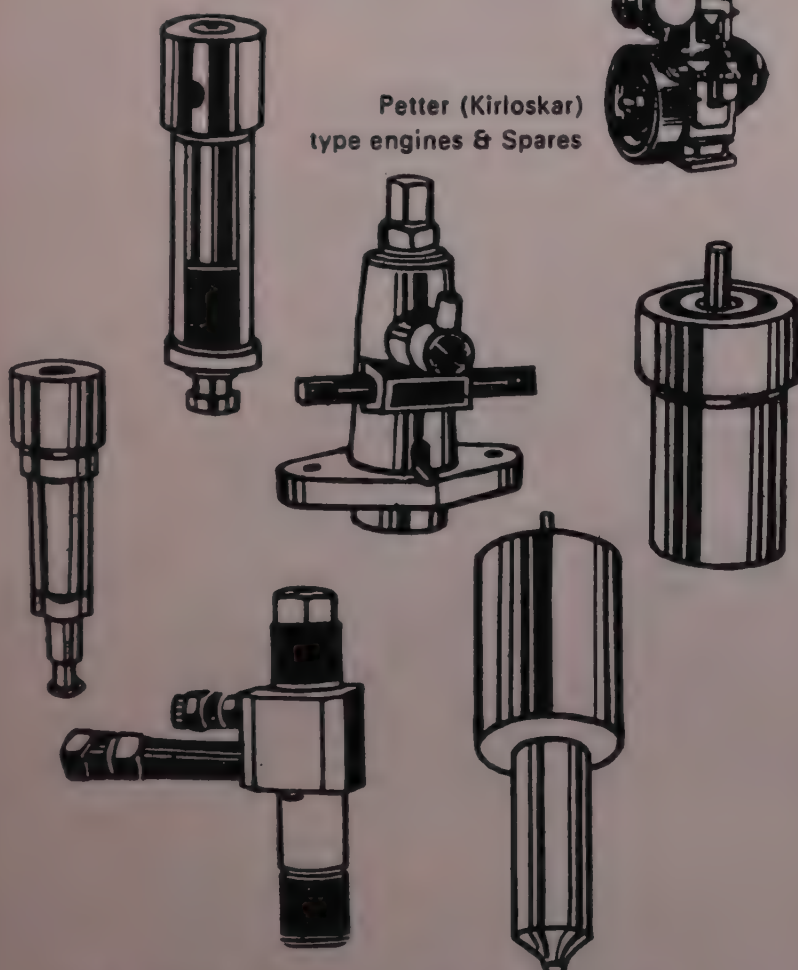
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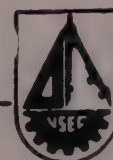
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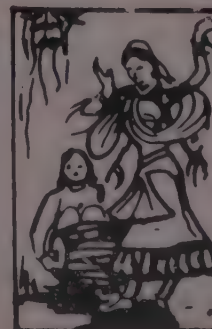
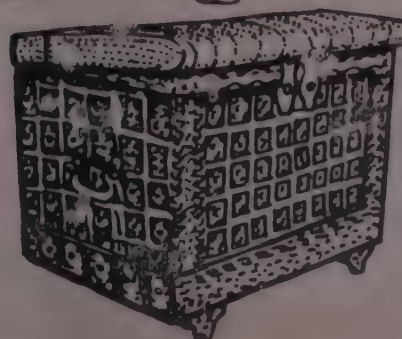
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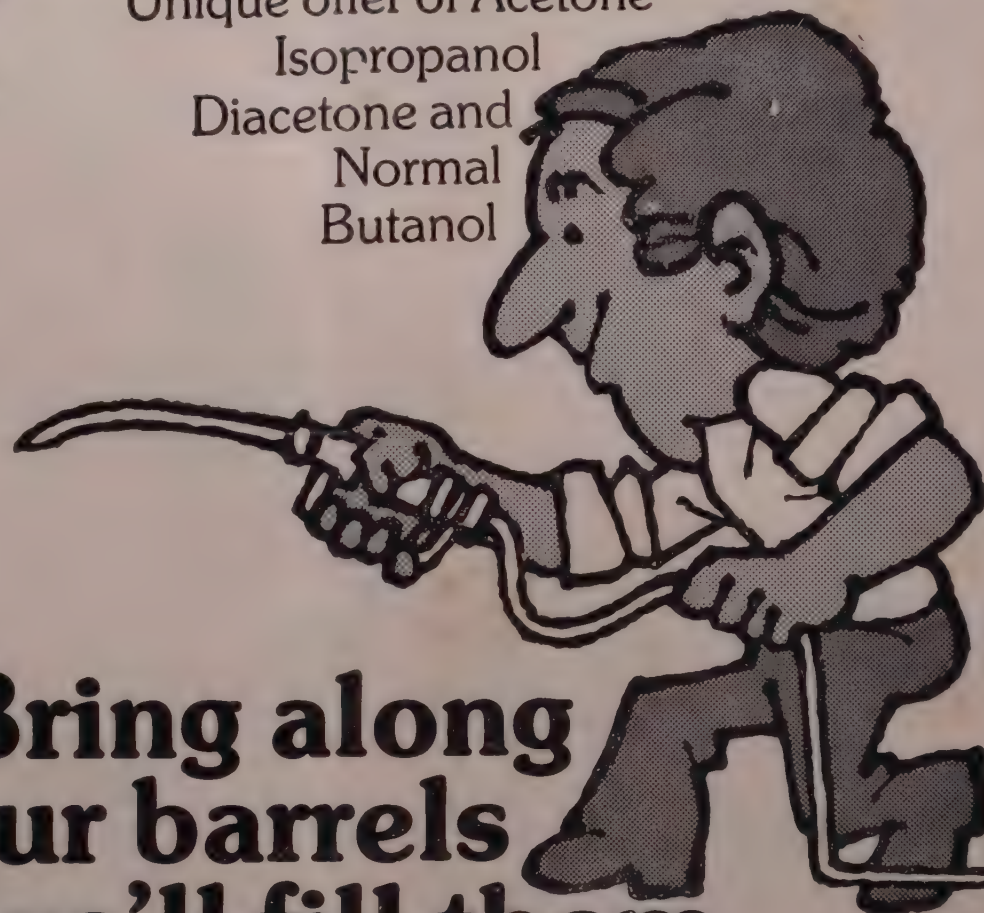
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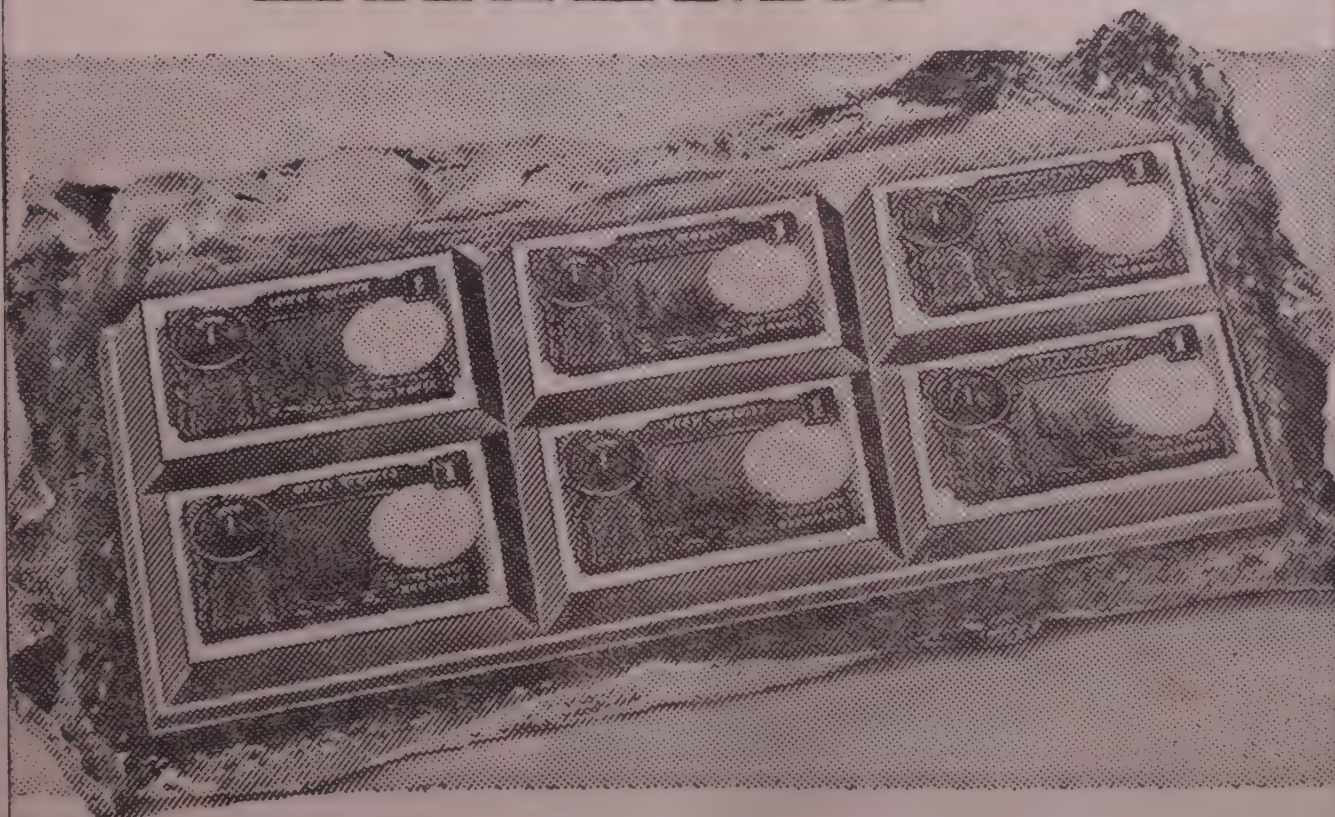
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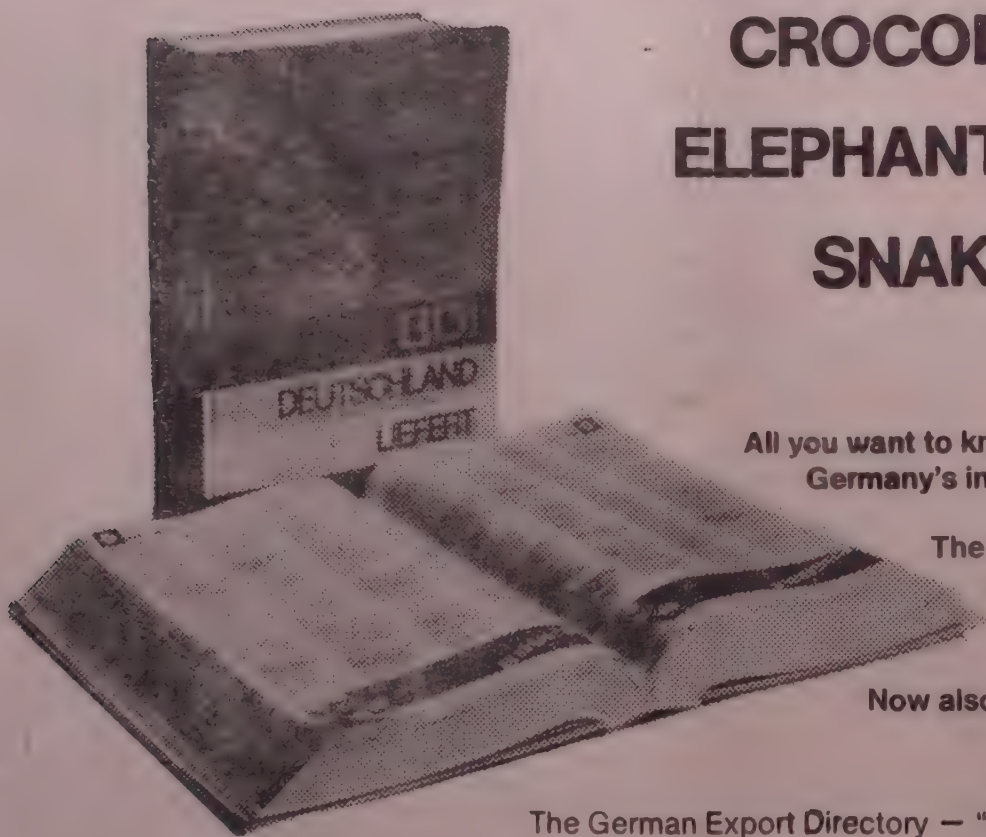


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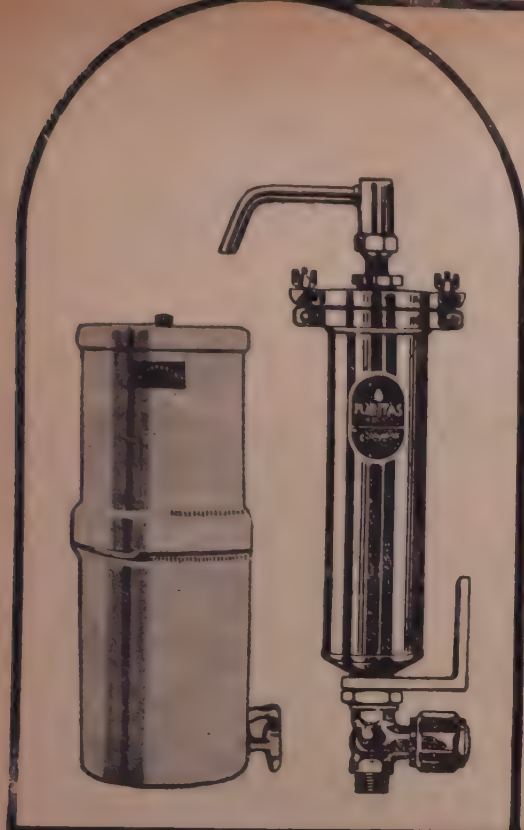
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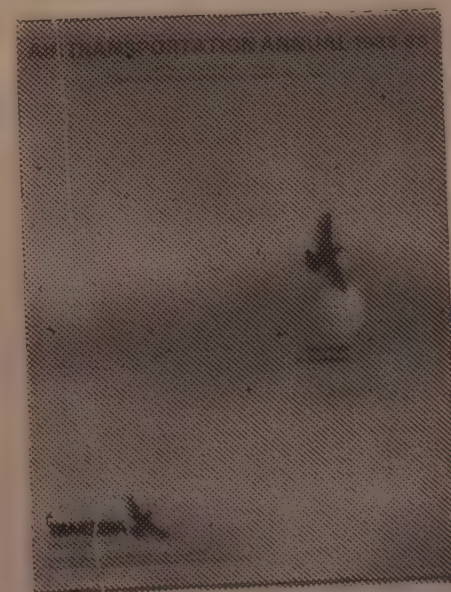
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Handloom Woollen Druggets, Cotton Durries, Bed-sheet, Towels Table Cover, silk Scarves, Stoles, Imitation Jewellery, Bangles, Bone Articles, Leather Bags|Purses, Belts, Shesham Wood Screens, Carvings, Toys, Gift & Novelties. Jamal Export Corporation, Post Box No. 201, Bhadohi, Dist. Varanasi, India. (C)

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjiwan". Manufacturers|Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewellery, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Sharda Stores, 54, World Trade Centre, Cuffe Parade,

Bombay 400 005. Tel.: 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

Wington Exports, 6-43-(1) Ganapathy Street, Mercara 571 201. Exporters of Cardamom, Pure Silk Fabrics and Sarees, Leather Goods, Imitation Jewellery, Bone Jewellery, Rosewood Inlaid Items, Fancy Jute Articles, Fancy Caps and much more Articles worthy of presentation. (D)

## Horticultural Products INDIA

Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

## Hospital Supplies INDIA

Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of high quality medical instruments, equipments. disposa-

bles, hospital furniture, turnkey projects, laboratory equipment etc. (D)

## Jewellery & Gems HONG KONG

Artland Products Trading Corporation, G.P.O. Box 10720. Manufacturers & Exporters of Imitation Jewellery — Earrings, Necklaces, Bracelets, Pendants and Key Chains. (C)

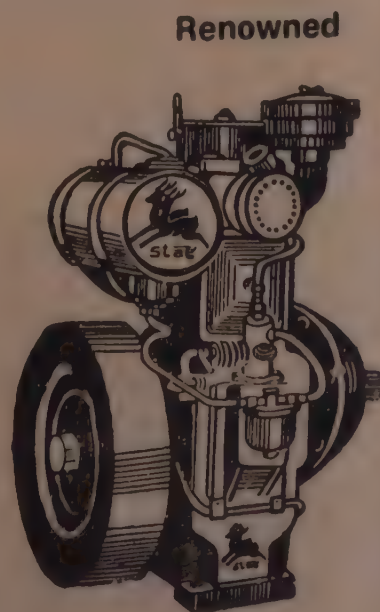
## INDIA

Brilliant Industries, 228, Adhyaru Industrial Estate, Sun Mill Compound, Lower Parel, Bombay 400 013. Manufacturers & Exporters of glass beads, glass chatons, plastic beads, plastic pearl beads & imitation jewellery items. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (D)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Wor-



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Telex No: 011-5266 MUHI.

Cable: "BURAQ"

Factory at:

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It, Bombay 400 025. Tel.: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery : Finger Rings, Bangles, Pendants and Charms. (D)

T. D. Metal Industries, 14-1-18, Head Post Office Road, Kothapet, Guntur 522 001. Manufacturers and Exporters of imitation jewellery i.e. bangles, necklaces, finger rings, neck chains and ear studs. (D)

## Kitchenware

### INDIA

Asian Appliances, 4/4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone : 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

Goodwill Lighthouse, Safed Pool, Kurla-Andheri Rd., Bombay 400 072. Phone : 5125851/5126386. Manufac-

turers of quality 'Jewel' Pressure Cooker. (D)

Kanekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samrudhi' Food Processor makes everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (D)

Mangesh Enterprises, 90-B, Bhawe Compound, Gokhale Road, Thane 400 602. Phone: 595163. Manufacturers of 'Shalimar' Super-Mix — the versatile mixer-grinder. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel.: 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2/3, Kartar Bha-

van, 112, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592/220673. Manufacturers of 'Unimix' Kitchen Machine with 9 attachments for different processes. (D)

## Leather Products

### INDIA

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams : Charmodyog. Phones : 295136/297157/2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

Sigma Exports International, P.O. Box 16245, Mazagaon, Bombay 400 010. Tel.: 8722725/8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. (D)

## Machinery, Pesticide

### INDIA

High Speed Label Over Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Good Products Industries. Contact : Jacsons Sales India, 4B, Morar Flats, Maninagar (East), Ahmedabad 380 008. Phone: (O) 363819.. Factory.: 3673-88.. Grams.: JALDEEP. Exporters' Inquiries Solicited (C)

## Machinery, Plastic

### INDIA

'PIMCO' a complete range of PLASTIC PROCESSING MACHINERY like Injection & Blow Moulding Machines, Extrusion equipments, Different Models of Scrap Granulators, Dry Colour Mixing Machines, Bottle Neck Cutters, Lump Cutters, Resin Compounding Mixers and Moulds for Injection & Blow Moulded articles are manufactured by Pioneer Manufacturing Corporation, 41, Veena Dalwai

Industrial Estate, Oshiwara Jogeshwari (West), Bombay 400 102. Tel: 620013-623452 572070. Cable : Granulator (D)

## Mosquito

## Powerloom Cloth

### INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers : Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone : 381449. Exporters' Inquiries Solicited. (C)

## Musical Instruments

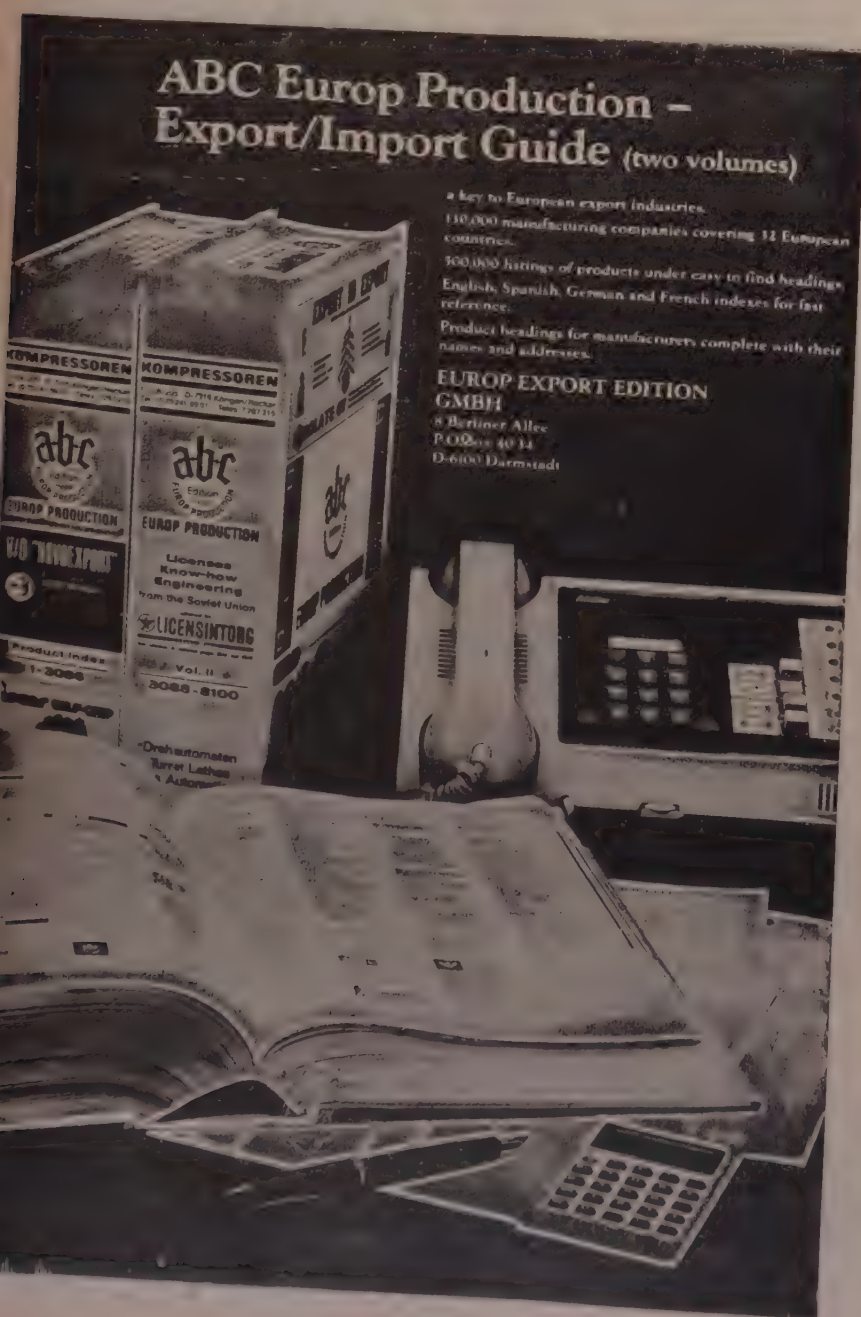
### INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

## Optical Goods

### INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works : 90/11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office : 1778/4/1. Gandhi Road, Ahmedabad 380 001. (D)





## **Pesticides INDIA**

**Beekay Pesticides Pvt. Ltd.**  
134, Mody Street, Post Box  
553, Bombay 400 001. Tel :  
266546. India's leading for-  
mulators of pesticides such  
as Aldrin, Malathion, Endo-  
sulfan etc. See Advt.

## **Pharmaceuticals, Drugs & Medicines**

### **INDIA**

**Pravin Laboratory, 402  
Vir Savarkar Road, Bom-  
bay 400 025. Manufacturers  
& Exporters of Ampicillin  
and Tetracycline Capsules,  
Chloramphenicol Suspension,  
Antacid Suspension, Pravin  
Gripe Water, Paracetamol,  
Promethazine Hydrochloride  
Piperazine Citrate, Chloro-  
quine Phosphate, Metronida-  
zole, Pekora Prahist (Single  
+ Double), Antihistamines,  
Multivitamins all in syrup  
form. (D)**

**Ramban Patent Depot,  
32, Princess Street, Bombay-  
400 002. Manufacturers &  
Exporters of MANHAR  
GRIPEWATER and Quality  
HOUSEHOLD PATENT  
MEDICINES such as Pain  
Lotion, Dill Water, Milk of  
Magnesia, Mercolin Solution,  
Balm, Cough Syrup, R. B.  
Eye, Ear. Toothache drops,  
etc. (D)**

**The Tayyebi Dawakhana,  
77, Mchammedali Road,  
Bombay 400 003. Tel : 324-  
883. Manufacturers of  
'SHAHI' the best Unani  
Tonic, generates extra blood,  
strengthens heart, brain &  
lungs, cures cough, asthma  
& tuberculosis, effective for  
ladies during pregnancy, also  
effective for children, can be  
used regularly in all weather.**

## **Pharmaceutical Machinery**

### **INDIA**

**High Speed Label Over  
Printing Machine, Hand Op-  
erated Mini Printing Machi-  
ne, Label Gumming Machi-  
ne, Carton Over Printing Ma-  
chine, useful in Pharmaceu-  
tical, Pesticides & Food Pro-**

**ducts Industries, Contact :  
Jacsons Sales India, 4B, Mo-  
rar Flats, Maninagar (East)  
Ahmedabad 380 008. Phone  
(O) 363819. Factory : 367388  
Grams : JALDEEP. Export-  
ers Inquiries Solicited. (D)**

**Dynamic Machines Pvt  
Ltd., 159, C. S. T. Road,  
Kalina, Santacruz (E), Bom-  
bay 400 098. World Class  
Pharmaceutical & Packaging  
Machines. (D)**

## **Plastic Products**

### **INDIA**

**Milton Plastics, 202/203,  
Raheja Centre, Nariman  
Point, Bombay 400 021. Ice  
Pails, Ice Packs, Water Jugs,  
Tiffins, Casseroles, Flasks and  
Picnic Sets. (D)**

**Plasticrafts, 5, Mehta Bui-  
lding, 26, Calicut St., Bom-  
bay 400 038. Manufacturers  
of CLARION Revolving Au-  
dio Cassette Rack, DELITE  
Air Tight Containers, CIN-  
DERELLA Flower Vases.  
Snack Trays, Tumblers and  
other plastic household pro-  
ducts. Sole Export Agents :  
Standard Exporters, G.P.O.  
Box 302. Bombay 400 001.  
Tel. No. 266460-264991. Ca-  
ble : JEWELBABY. Telex :  
11-6729 BABY IN. (C)**

## **Powerlooms**

### **INDIA**

**Spencer Heavy Duty Po-  
wer-Looms from 40"-110" to  
weave Suiting, Shirting, Cot-  
ton saree and H. D. P. E.  
Snack. Contact : Spencer  
Engineering Corporation,  
Panchal Yuvak Mandal's  
Building, Gheekanta Road,  
Ahmedabad 380 001. (D)**

## **Pumps**

### **INDIA**

**A Renowned Established  
Pump Manufacturers invite  
Technical literature & Cata-  
logues on Pumps from World  
markets preferably from Ja-  
pan, Germany, U. K. &  
U.S.A. Contact : MBH Pu-  
mps Pvt. Ltd., Plot No. 14,  
G.I.D.C. Naroda, Ahmeda-  
bad 382 330 (India). Phone :  
810194.**

## **Rainwear**

### **INDIA**

**Ebrahim Currim & Sons,  
112-48, Princess Street, Bom-  
bay 400 002. Manufacturers  
of Umbrellas. (D)**

## **Sandalwood Products**

### **INDIA**

**Sorabji Rustomji & Co.  
Durlab Bhavan, Shop No. 4  
R. M. Roy Marg, Charni  
Road Junction, Bombay 400-  
004. Tel. : Office : 351637  
Wholesale Depot : 8728-  
346. Cable : INSANDAL  
BOMBAY. Largest Stocki-  
sts and Exporters of Sandal-  
wood, Sandalwood Oil, and  
Palmarosa Oil. Export En-  
quiries Solicited. (C)**

## **Safety Products**

### **INDIA**

**Famous Trade Link, E/75,  
Gautam Nagar, L. T. Road,  
Borivali West, Bombay 400-  
092. "For Quality Indus-**

**trial Safety Shoes/Boots, al-  
Handgloves, Legguards, Ap-  
rons, Gumboots etc. in a  
varieties. We can also su-  
ply as per your specificatio-  
in possible manner. See  
your detailed requirements  
quantity etc. immediately  
Products details on request  
(S)**

**Metasafe Trading Corpora-  
tion, 65, Bombay Samachar  
Marg, Fort, Bombay 400 02  
House of Safety & Welding  
Rubber Respirator, Furnace  
man Suit, Sand Blasting Ho-  
nets, Gas Mask, Cross Be-  
Safety Helmet, Apron  
Hand Gloves, Panoramic  
Goggles, Gum Boots & Le-  
ather Boot and Noise Avoider  
(E)**

## **Scientific Equipment**

### **INDIA**

**Exporters of Scientific In-  
struments Laboratory Glass-  
ware, Hospital requirements  
Fine & Rare Chemicals  
Thermometers and hydrom-**

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F. 366179  
R. 460437, 449184  
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rs.. Also Tender Enquiries  
e solicited. Contact Joshi  
Scientific Corporation, 59,  
abu Genu Road, Kalbadevi  
oad, Bombay 400 002.  
hone : 312895. Cable :  
DSHISERVE. (C)

Leimco, Cavel X Lane No.  
Kalbadevi Road, Bombay-  
00 002. Tel. : 502572. Ma-  
nufacturers & Exporters of  
Glass Hydrometers, Density  
s per B. S. 718, I.P. 160, I.  
3104. Specific gravity,  
Baume, Brix, Twaddles,  
sikes. In a variety of ran-  
es. (D)

Thimson Instruments (In-  
ia), 212 Bharat Chambers,  
2, Baroda Street, Bombay  
00 009. Phone : 336977.  
Manufacturers and Exporters  
of Hydrometers — Heavy &  
Light Liquids, Specific Gra-  
vity, Twaddell, Density (for  
Petroleum), Baume, Brix with  
Thermometer, Sikes, Lacto-  
meters, Alcoholometers &  
Battery Hydrometers. (C)

## Sewing Machines

### INDIA

Anand Sewing Machine  
Co., Bindal Industrial Estate,  
Unit No. 64, Andheri-Kurla  
Road, Saki Naka, Bombay-  
400 072. Tel. : No. 5133064.  
Manufacturers and Exporters  
of Portable Bag Closer ideal  
for closing bags for rice mills,

flour mills, agricultural pro-  
ducts, animal feeds, fertilizer,  
chemicals, etc. Filled Bag  
Closing Machine and Bag  
Stitching Machine designed  
and manufactured as per  
latest Japanese models. (E)

Shah & Co., 161|163, Char-  
ni Road, Opp. Prarthana  
Samaj, Bombay 400 004. Tel:  
356756. Gram : SAC-SEW  
Exporters of Industrial|Do-  
mestic Sewing Machines. (E)

United Trading Agencies  
(Exports), 413-G, Vasant  
Wadi, 1st Floor, Kalbadevi  
Road, Bombay 400 002. Ma-  
nufacturers and Exporters of  
household and industrial sew-  
ing machines and parts for  
various types of sewing ma-  
chines. (D)

## Spices

### INDIA

Amrita Export Pvt. Ltd.,  
118|112, Kazi Sayed Street,  
4th Floor, Bombay 400 003.  
Exporters of spices, ginger,  
turmeric finger & powder,  
ajwanseeds tamarind, car-  
damom, jaggery, rice & food-  
stuffs. (D)

## Stationery

### INDIA

Hiten Saels Agency, 6-A  
Shukla Estate, Singh Colony,  
Opp. Vinadalvai Estate, Oshi-

wara, S. V. Road, Jogesh-  
wari (West), Bombay 400-  
102. Manufacturers & Ex-  
porters of plastic novelties &  
stationery articles. (D)

## Tents & Tarpaulins

### INDIA

Kay Tent Industries, 66  
2253, Gurdwara Road, Karo  
Bagh, New Delhi 110 005  
Manufacturers & Exporters  
of all types of Tents & Tar-  
paulins, Garden Umbrellas,  
Camping Equipment & Tape  
Niwar. (D)

## Textiles & Clothing

### INDIA

Apeego Corporation, Ma-  
ker Chambers-3, 11th Floor,  
Bombay 400 021. Manufac-  
turers of 'SMASH' Ready-  
made Garments. (E)

Babycare, Mittal Estate  
Building 3|222, Bombay 400-  
059. Manufacturers & Ex-  
porters of 'BABY-CARE'  
Panties, Vests, Diapers and  
other baby requisites. (E)

Buffalo Apparels Pvt. Ltd.,  
209, Parvan Industrial Estate,  
2nd Floor, New Sun Mill  
Compound, Lower Parel,  
Bombay 400 013. 'BUFFA-  
LO' introduces novelty De-  
nim Jeans. (E)

Charisma, D-4, Manoj Co-  
op. Housing Society, 962.

Shankar Ghanekar  
Prabhadevi, Bombay 400 025.  
Tel : 4221378. Reputed Ma-  
nufacturers of Baby Care  
Products for Infant to Tod-  
dler. (E)

Crystalline Corporation,  
212, Tulsiani Chambers, Na-  
riman Point, Bombay 400-  
021. Manufacturers and Ex-  
porters of 'MOVE' Ready-  
made Garments.

Echjay Industries Pvt.  
Ltd., 83, Bajaj Bhavan Nari-  
man point, Bombay 400 021.  
{Manufacturers & Exporters  
of rayon & synthetic textiles,  
fabrics, 100% mulberry silk  
fabrics & Made-ups, polyes-  
ter & blended shirting rayon  
velvet & patchwork fabrics  
(D)

Elite Traders, 162, Omri-  
gar Building, Opp. Crawford  
Market Car Park, Bombay-  
400 003. Phone: C/o. 325366.  
Manufacturers of Ladies  
Skirts & Blouses. (D)

Fabina Textiles Pvt. Ltd.,  
(Garment Div.), Balrajesh-  
war Road, Mulund, Bombay  
400 080. Phone : 560319|560-  
1320. Tele : 011 72238. Fa-  
bina Career shirts. made by  
the makers of the elite Fa-  
bina Suitings and Shirtings.  
the shirts that can never go  
out of fashion. (D)

Flaire Apparel Industries  
Pvt. Ltd., 212, Vasan Udyog  
Bhavan, Tulsi Pipe Road,  
Bombay 400 013. Manufac-  
turers & Exporters of Groovy  
T.Shirts. (D)

Foundation Garments,  
Unit No. 122-B, Ghatkopar  
Industrial Estate, L. B. S.  
Marg, Bombay 400 086. Ma-  
nufacturers of 'ROSALYN'  
Swimwear, Bath Robes, Tra-  
cksuits and Bras & Panties  
for women and children. (D)

Gala Garments, 13, Appa  
Building, 1st Floor, 198,  
Bora Immam Road, (Opp.  
Gol Deval), Bombay 400-  
003. Phone : 868218. Ma-  
nufacturers of 'Black Stal-  
hon' exclusive gents & child-  
rens wear. (E)

Haresh Corporation, 106,  
Mahim Industrial Estate, Be-  
hind Navjivan Society, Mor-  
Road, Mahim, Bombay 400  
016. Manufacturers & Ex

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Day-Wears and My-My Lingeries. (D)

**Hi-Tech International, 608, Dalamal Towers, 6th Floor, Nariman Point, Bombay-400-021. Phone : 222932. Telex: 011 6057 MAKSI IN. World-wide Exporters of Handlooms, Textiles, Handicrafts etc. (D)**

Hurley's, 409 Maker Bhavan No. 2, Sir Vithaldas Thackersey Marg, Bombay-400 020. 'HURLEY'S' Tops, Dresses, Skirts, Baggy Pants, Leotards, Churidar, Kameezes (Silk).

India Arts & Krafts, 35/11 Shanker Road, New Delhi-110 060. Manufacturers of all kinds of scarves/Stoles in Voile, Georgette, Art Silk, Silk, Linen in Screen Block, Marble, Rainbow Stone Prints and Sequin Embroidery Jobs and Sipy Necklaces. (D)

Juliet Trading Co. 403, Ashish Industrial Estate, Gokhale Road (South) Dadar, Bombay 400 025. Manufacturers & Exporters of frocks, middy, short pant, shirts, t-shirts, bra and panties. (D)

K. R. Vithal, 13, Trikamji Marg, Near Mangaldas Market, Bombay 400 002. Manufacturers of 'BRIDAL FORM' Brassieres. (E)

Kaycee Corporation, 510, Purshuram Puria, Opp. Malad (West), Bombay 400 064. Manufacturers of Heaven's Fairy Brassieres/Panties. (E)

**Kutubali A. Ariwala. 131 33, Abdul Rehman Street, Bombay 400 003. Phone: 320208/342033. Cable: VOILGATRA. Telex: 011-73308 FINA IN. Manufacturers & Exporters Desirous of having direct dealing with importers of Scarves particularly in African and Middle East Countries, Arabic Rumals, Maxis, Dupattas, Lungis, Shawls & all types of Arabic Garments. (C)**

Latest Wear, 302, Jogani Industrial Estate, 541, Senapati Bapat Marg, Dadar, Bombay 400 028. Phone : 4303349. Manufacturers of 'LEO' Jeans & Trousers. (D)

12, Embassy Centre, First Floor, 207, Nariman Point, Bombay 400 021. Manufacturers & Exporters of Fashion Garments (D)

Mode Fashions, 902, Khatu Chawl, B. Jagatap Rd., Byculla (West), Bombay 400-027. Manufacturers of D2K Shirts. (E)

**Nagda Exports, 205A Wing, Neelam Centre Plot No. 249-B, Hind Cycle Road, Worli, Bombay 400 025. Ph. : 4938317. Gram : Aashqoo Telex : By 2167 Akayco. Manufacturers & Exporters of cotton handloom furnishing fabrics, bed spreads, Madras checks crepe, cotton, & woollen durries, napkins, tea towels, terry towels, silk & embroidery fabrics. (C)**

Newlook Brassiere Company, 204, J. Shankar Sheth Road, Girgaon, Near Gaiwadi, Bombay 400 004. Tel : 356583. Manufacturers of 'New Look' no complaint Brassieres. (E)

R. J. Knitwears Pvt. Ltd., 303/305 A to Z Industrial Estate, Fergusson Road, Lower Parel, Bombay 400-013. Tel : Off : 4927109/492-9843. 'LOVE' range of intimate wear for ladies. (E)

**Rainbow Exports (India), C-26, Dhanraj Mills Compound, Sun Mill Lane, Lower Parel, Bombay-400 013. Manufacturers & Exporters of Quality Knitted T-Shirts & Garments, Screen Printing & Hand Flat is our specialty. Contact : Shri Pradeep H. Vora Tel : 4944844, 4934049, 4922900. Tlx : 11-5610 SNBK IN. (C)**

Ramsharan Enterprise, 24, Manish Market, P. O. Box 1172, 2nd Floor, Palton Road, Bombay 400 001. Manufacturers & Exporters of top quality export garments.

Salient Fashion, 120, Vasan Udyog Bhavan, Todi Industries, Senapati Bapat Marg, Opp. Phoenix Mill, Lower Parel, Bombay 400-013. Phone : 4940346. Manufacturers & Exporters of 'SERIOES' Designer Shirts.

Sangam Dressess, 322, Ashish Industrial Estate,

(Zandu Pharmacy, Dadar, Bombay 400 025. Tel : 42226-56 Mfrs. of Party Frocks, Frocks, Noorisuit Midis and Children's Wear. (D)

Santacruz Shirts Works Pvt. Ltd., 206, Parvati Industrial Estate, Sunmill Compound, 2nd Floor, Lower Parel, Bombay-400 013. Exporters of 'Vacation' Shirts.

Shyam & Co., 301, Jogani Industrial Estate, 541, Tulsi Pipe Road, Dadar, Bombay-400 028. Phones: Off : 4221-400. Res. : 6426021. Manufacturers of Choice Shirts.

Sabnam—Hosiery Works, 24, Rocky Industrial Estate, I. B. Patel Road, Goregaon East, Bombay 400 063. Manufacturers & Exporters of 'Sabnam' T-Shirts. (D)

**Skeleton Arts, 8/9, Advani Chambers, 4th Floor, Sir P. M. Road, Bombay 400 001. Export : Pure Silk Garments, such as Kurtas, Scarves, Shirts, Gowns & Other Fashionable Dresses. See Advt.**

**Shreyas International; 14-A, Engineer Building, 265 Princess Street, 3rd Floor, Bombay 400 002. Phones: 298839/317613. Cable: KE-YAMCO. Leading Exporters of Pure Silk Sarees, Pri**

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# INTERNATIONAL MARKETS & ECONOMIES

**History:** A military coup on 17th July 1973 overthrew monarchy of King Zahir Shah. The coup was led by the King's cousin and brother-in-law Mohammad Daoud who declared a Republic. King Zahir abdicated on 24th August 1973. President Daoud was killed in a military coup in April 1978 ment of a pro-Soviet government which led to the establishment of the People's Democratic Party of Afghanistan.

**Area and Population:** Afghanistan is bounded north by the USSR, east and south by Pakistan and west by Iran.

The area is 251, 773 sq. miles (652,090sq. km.). Population, according to the (19/9) census is 15,551, 358, of which some 2.5m are nomadic tribes. Estimate (1984) 17.15m. of whom 3m. are living in Pakistan and 1m. in Iran as refugees. The 1984 population estimate is doubted and 13m. is considered more accurate. Annual population growth rate (1981) 2.6%; infant mortality rate (19/9) 182 per 1,000 live births.

**Census (1979 :** Kabul 913, 164; Kandahar, 178,409 Herat, 140,323; Mazar-i-Sharif, 103,372; Jalalabad, 53,915; Kunduz, 53,251; Baghlan, 39,228; Maimana, 38,251; Pul-i-Khomri, 31,101; Ghazni, 30,425; Charikar, 22,424; Shiberghan, 18,955; Gardez, 9,550. Faizabad, 9,698, Qala-i-nau, 5,340; Uiback, 4,938; Meterlam, 3,987; Cheghcheran, 2,974.

The main ethnic group are the Pathans, other groups include the Tajiks, the Hazaras, the Turkomans and the Uzbeks.

**Climate:** The climate is arid, with a big annual range of temperature and very little rain, apart from the period January to April. Winters are very cold, with considerable snowfall, which may last the year round on mountain summits. Kabul. January 27°F (—2.8°C), July 76°F (24.4°C). Annual rainfall 13" (338mm).

1979 President Taraki was ousted in a coup and replaced by Hafizullah Amin. In December 1979 Soviet troops invaded Afghanistan and Hafizullah Amin was deposed and replaced by Babrak Karmal. The pretext for airlift of combat troops to the airlift of combat troops to Kabul was the Treaty of Friendship signed in Decem-

**Membership:** Afghanistan is a member of UN and of the Colombo Plan.

**Economy:** The 1979-84 5-year plan provides for expenditure of Afghanistan 105,000m. Industry and mining will receive 42% and agriculture 25%.

**Budget:** In 1983-84 the budget envisaged expenditure of Afs. 49,941m. and revenue of Afs. 34,120m.

**Currency:** The monetary system is on the silver standard. The unit is the afghani, weighing 10 grammes of silver 0.900 fine, which is subdivided into 100 puls. Rates of exchange fluctuate round Afs. 100 = £1; Afs. 50 = US \$1.

**Banking:** The Afghan State Bank (Da Afghanistan Bank) is the largest of the 3 main banks and also undertakes the functions of a cen-

## AFGHANISTAN

**Constitution and Government:** The 1964 Constitution was abolished by Presidential decree in 1973 and on 14 February 1977 a new Constitution was adopted by the Loya-Jirgah (Grand Assembly). The 1977 Constitution was abrogated in April 1978 by the new Head of State, Noor Mohammad Taraki. On 16th September

ber 1978 between USSR and Afghanistan. In October 1983 there were some 105,000 Soviet troops in Afghanistan.

The official languages are Pushtu and Dari (Persian).

**Local Government:** There are 29 provinces each administered by an appointed governor.

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ral bank, holding the exclu-  
sive right of note issue. Total  
assets of the 3 main banks  
were: Da Afghanistan Bank  
(1981), Afs. 22,839m; Pash-  
tany Tejaraty Bank (1981),  
Afs. 6,997 m; Bank-i-Milli  
(1981), Afs. 3,087m.

**Weights and Measures:**  
Weights and measures used  
in Kabul are: Weights, 1  
khurd = 0.244 lb; 1 Pao =  
0.974 lb; 1 charak = 3.896  
lb; 1 sere = 16 lb; 1 khar-  
war = 1,280 lb. or 16 ma-  
unds of 80 lb. each. Long  
measure; 1 yard or gaz = 40  
in. The metric system is in-  
creasingly common use.  
Square measures; 1 jarib =  
60x60 kabuli yd or 1½ acre;  
1 kulba = 40 jaribs (area in  
which 2½ kharwars of seed  
can be sown); 1 jarib yd =  
9 in.

Local weights and mea-  
sures are in use in the provi-  
nces.

**Electricity:** Hydro-elec-  
tric plants have been con-  
structed at Sarobi, Nangar-  
har, Naghlu, Mahipar, Pul-i-  
Khumri and Kandahar; more  
hydro and thermal plants are  
projected. Production (1981)  
1,035m. kwh.

**Natural gas:** Production  
(1984) 2,767m. cu. metres.

**Mineral:** Mineral resou-  
ces are scattered and little  
developed. Coal is mined at  
Markar in Pul-i-Khumri, Ish-  
tushta near Doshi, north of  
Kabul and Dar-i-Suf, south  
of Mazar (total production,  
1983-84, 145,300 tonnes). Na-  
tural gas is found in nor-  
thern Afghanistan around  
Chiberghan and Sar-i-Pol;  
over 2,000m. cu. metres,  
about 90% of production, is  
exported to the USSR annually.  
Iron, but as yet unexploited,  
deposits of iron ore exist in  
the Hajigak hills about 100  
miles west of Kabul; beryl-  
lum has been found in the  
Panjshir valley and barite in  
Bamian province. Other de-  
posits include gold; silver  
now unexploited, in the  
Panjshir valley; lapis lazuli  
in the Panjshir valley and  
Badakhshan; asbestos, mica;  
sphur (near Maimana);

chrome (in the Logar valley  
and near Herat); and copper  
(in the north).

**Agriculture:** Although  
the greater part of Afghanis-  
tan is more or less mountain-  
ous and a good deal of the  
country is too dry and rocky  
for successful cultivation,  
there are many fertile plains  
and valleys, which, with the  
assistance of irrigation from  
small rivers or wells, yield  
very satisfactory crops of  
fruit, vegetables and cereals.

It is estimated that there  
are 14m. hectares of culti-  
vable land in the country, of  
which only 6% of the total  
land was being cultivated in  
1982-83 (5.34m. hectares of  
this being irrigated land).  
Before 1979 Afghanistan was  
virtually self-supporting in  
foodstuffs (including wheat  
in 1973), apart from sugar.  
The USSR now provides  
wheat, sugar and other food-  
stuffs.

The castor-oil plant, mad-  
der and the asafoetida plant  
abound.

Fruit forms a staple food  
(with bread) of many people  
throughout the year, both in  
the fresh and preserved state,  
and in the latter condition  
is exported in great quanti-  
ties. The fat-tailed sheep  
furnish the principal meat  
diet, and the grease of the  
tail is a substitute for butter.  
Wool and skins provide ma-  
terial for warm apparel and  
one of the more important  
articles of export. Persian  
lambskins (Karakuls) are one  
of the chief exports.

Cotton production, 1983-  
84, was estimated at 50,000  
tonnes; wheat, 2.93m; barley,  
336,000; maize 806,000; rice,  
480,000.

**Livestock (1984):** Cattle,  
3.8m; horses, donkeys and  
mules, 1,755,000; sheep,  
14.3m; goats, 2.9m; poultry,  
26.7m.

**Industry and Trade:** At  
Kabul there are factories for  
the manufacture of cotton  
and woollen textiles, leather,  
boots, marble-ware, furni-  
ture, glass, bicycles, prefabri-  
cated houses and plastics. A  
large machine shop has been  
constructed and equipped by  
the USSR, with a capability  
of manufacturing motor spars.  
There is a wool factory,  
and there are several cotton-  
ginning plants; a small cotton  
factory at Jabal-us-Seraj and  
a larger one at Pul-i-Khumri;  
a cotton-seed oil extraction  
plant at Lashkargah; a cot-  
plant at Lashkargah; a cotton  
textile factory at Gulbahar,  
and a cotton plant at Balkh.

An ordnance factory ma-  
nufactures arms and ammu-  
nition, boots and clothing,  
etc. for the Army. There is  
a beet sugar plant at Baghlan  
(equipped with Soviet machi-  
nery) and a fruit-canning  
factory in Kandahar.

Industries include cement,  
coal mining, cotton textiles,  
small vehicle assembly plants,  
fruit canning, carpet making  
leather tanning, footwear  
manufacture, sugar manufac-  
ture, preparation of hides and  
skins and building. Most of  
these are relatively small  
and, with the exception of  
hides and skins, carpets and  
fruits, do not meet domestic  
requirements.

**Commerce:** Trade is  
supervised by the Govern-  
ment through the Ministries  
of Commerce and Finance  
and the Da Afghanistan  
Bank. The Association of  
Afghan Chambers of Com-  
merce works in close liaison  
with the Ministry of Com-  
merce. The Government  
monopoly controls the import  
of petrol and oil, sugar, ciga-  
rettes and tobacco, motor  
vehicles and consignment  
goods from bilateral trading  
countries. The principal sur-  
face routes for imports to  
Afghanistan are via the  
Soviet rail system and the  
border posts at Torghundi  
and Hairatan; and from Kar-  
achi via the border post at  
Torkham.

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In the year ended 20th March 1984 Afghan imports totalled US \$941m. and exports US \$681m. Main export commodities were karakul skins (US \$13.5m.), raw cotton (US \$12.5m.), dried fruit and nuts (US \$141m.), fresh fruit (US \$53.3m.) and natural gas (US \$302.4m.). Main items imported were petroleum products (US \$164m.), textiles (US \$122.5m.).

**Roads:** There were in 1978 over 2,812 km. of asphalted road and 15,940 km of other roads. The Americans asphalted the Kandahar-Chaman and Kabul-Torkham roads. The Russians constructed a road and tunnel through the Salang pass (over 11,000 ft.) which was opened in September 1964 and cut 120 miles off the old road from Kabul to the north; they continued this road to Kunduz and Sherkhan Bandar (Qizil Qala) on the Oxus. In addition, the Americans in 1966 completed the road between Kabul and Kandahar and the Russians constructed a concrete road between Kandahar and Herat. In 1968 the Americans completed an asphalt road from Herat to the Iranian frontier at Islam Qala. With Soviet assistance a metalled road from Pul-i-Khumri to Mazar-i-Sharif was completed in 1969 and Mazar-i-Sharif to Shiberghan in 1971. A Soviet-built road and rail bridge across the Oxus (Amu Darya) River was opened in May 1982. In 1978 there were 34,506 cars and 22,100 commercial vehicles.

**Railways:** There are no railways in the country, but the Oxus bridge opened in 1982, brought Soviet Railways' track into the country. A 200 km line of 1,520 mm gauge has been authorized from Termez to Pul-i-Khumri.

**Aviation:** On 29th June 1956 Afghanistan signed an agreement with the USA for the development of civil aviation, including the construction of the international airport at Kandahar, comprising

a loan of \$5m. and a grant of \$9.56m. Kabul airport has been expanded with Russian assistance. New runways at Kabul and Kandahar airports have been completed. Provincial all-weather airports have been constructed at Herat, Qunduz, Jalalabad and Mazar-i-Sharif.

Ariana Afghan Airlines (a national airline) operates regular services to New Delhi, Prague, Tashkent and Moscow.

Bakhtar Afghan Airlines (the domestic national airline) began operations on 8th February 1968 and regularly serves the main internal airfields.

**Shipping:** There are practically no navigable rivers in Afghanistan, and timber is the only article of commerce conveyed by water, floated down the Kunar and Kabul rivers from Chitral on rafts. A port has been built at Qizil Qala on the Oxus; bar-Oxus. Three river ports on the ge traffic is increasing on the Amu Darya have been built at Sherkhan Bandar, Tashguzar and Hairatan, linked by road to Kabul.

**Post and Broadcasting:** Telephones, installed in most of the large towns, numbered 31,200 in 1978. There is telegraphic communication between all the larger towns and with other parts of the world. Kabul Radio broadcasts in Pushtu, Persian, Urdu, English, French, Russian and German. The first TV Colour transmissions in Kabul began in mid-1978. An agreement was signed in 1981 under which the USSR undertook to assist with the development of communications. In 1978 there were 823,000 radio receivers in 1982 12,000 television receivers.

**Religion:** The predominant religion is Islam, mostly of the Sunni sect, though there is a minority of about 1m. Shiah Moslems.

**Education:** There are elementary schools throughout the country, but secondary

schools exist only in Kabul and provincial capitals. Both elementary and secondary education are free. In 1982 there were 1.1m. pupils (35,364 teachers) in primary education and 124,000 pupils (6,170 teachers) in secondary education. There are 3 teacher-training institutions in Kabul and 11 elsewhere; UNESCO is supporting an expansion programme. Technical, art, commercial and medical schools exist for higher education. Kabul University was founded in 1932 and has 9 faculties (medicine, science, agriculture, engineering, law and political science, letters, economics,

theology, pharmacology). The University of Nangarhar in Jalalabad was founded in 1963. A Polytechnic in Kabul was completed in 1968. In 1982 there were 13,111 students in higher education, 4,427 in teacher-training schools and 1,230 in technical schools.

**Health:** In 1982, there were 1,215 doctors and 6,800 hospital beds. Two-thirds of the doctors and half the beds were in Kabul.

For further information contact: Consul-General of Republic of Afghanistan, 115, Walkeshwar Road, Bombay 400 006.

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# INTERNATIONAL TRADE NEWS & NOTES

## KENYA' TRADE DEFICIT

Kenya's trade deficit which persisted through the 1980s reaching a peak of US \$279 million in 1984, seems ready for a surplus in 1986-87 because of expected higher coffee earnings. A further impetus to the economy will be the return of a more peaceful condition in Uganda, the 3rd largest market for Kenya's exports. An optimistic atmosphere has also been created by falling coffee prices.

## NEW GATT ROUND

Countries of the third world are likely to enter the new trade round in September in a sombre mood.

The debates have crystallised the world's major trade disputes. Three agenda proposals remain on the table — two offered by the third world and a third by Colombia and Switzerland which has strong support from such industrialised powers as the U.S. and Japan.

It is the third proposal which has gained growing support from a wide range of countries. This draft notably leaves open the possibility that the Uruguay meeting might discuss including trade in services in the new round. Services in the issue most clearly dividing the developed and the developing worlds.

Developed countries want to open trading opportunities for their increasingly service-oriented economies while many third-world countries fear that their own fledgling service sectors are not yet able to handle such competition.

## HUNGARIAN DEAL WITH CHINA

The Technoimpex Foreign Trade Co. has booked sizable export deals in Beijing, where two major exhibitions took place simultaneously: the International Machine Tool Fair, and the Hungarian foreign trade company's own hitherto biggest, independent show.

At the International Fair the Yashida machining centre made in Japanese co-operation by the Csepel Works Machine Tool Factory, and the NC (numerically controlled) lathes, grinders and machining centres manufactured by SZIM Machine Tool Works, were on display.

At the independent Technoimpex show, the export range of more than 16 Hungarian manufacturing companies, co-operative firms and institutes was exhibited over

a floorspace of more than 500 sq.m.

Apart from machine tools, the exhibits offered for sale included packaging machines, hydraulic units, various tools and instruments, electronic control facilities, building structural units, as well as turbines and food-processing lines.

The deals clinched at the two exhibitions totalled a worth of several tens of millions of forints. Including the latter, Technoimpex is to supply some 320 million forints' worth of machinery — predominantly machine tools — to China, this year.

## BOOST FOR EXPORTERS FROM PHILIPPINES

The Ministry of Trade and Industry in Manila has recently opened a One-stop Export Documentation Center

(OSED), bringing under one roof the Bureau of Customs and the Government Commodity Offices. Small and medium-scale exporters can now receive much needed assistance in the application, processing and approval of export documentation.

Two thirds of the exporting firms in 1984 fell into these categories and the new Center's services can prove encouraging for those who have so far not ventured into exporting. The OSED is located at Philtrade Center, Roxas Boulevard, Manila.

## ARGENTINIAN EXPORTS UNDER QUALITY CONTROL

Argentinian exporters are now being assisted in matters of quality improvement and control by the Ministry of Trade's recently established

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### EEC BID TO HELP BANGLADESH EXPORTS

The EEC is helping Bangladesh develop its exports of leather goods (wallets, purses, key-cases, etc.); marine products and jute manufactures. These three product groups were chosen by Dhaka for help on a priority basis. A second list includes ready-made garments, handicrafts, light engineering goods and spices.

In the case of leather goods for example, Dhaka must decide on the trade fairs at which it would like to display them. But participation cannot be an isolated event.

The EEC is helping Bangladesh improve the quality of its cotton, in order both to reduce the dependence on imported cotton and enable its textiles to qualify for

GSP treatment. At present, Bangladesh shirts do not meet the EEC's origin rules. In order to do so, they must be made from cloth produced in the country.

Dhaka, not surprisingly, has asked for a derogation from these rules, as this would allow its clothing exports to benefit from the GSP, even if for limited quantities. Although a derogation is possible in theory, it is very unlikely in practice. The EEC is afraid South Korean and other foreign investors would be its main beneficiaries.

The issue is certain to be taken up at next month's negotiations between Bangladesh and the EEC for a new bilateral textile agreement. The Community, it will be remembered, has offered Dhaka an agreement free of quotas. The existing restrictions on shirts exported to France and the U.K. would be dropped.

Bangladesh appears undecided, however, as the new agreement would allow these — and other quotas — to be introduced under the so-called basket extractor mechanism. Quotas at least offer exporters a measure of certainty, whereas the new quotas could well be smaller than those set under the present agreement, given that the present quotas are only half filled.

The third way in which the EEC hopes to help Bangladesh raise its exports is by extending to it the benefits of Stabex. This is the scheme for stabilizing export incomes which the Community operates under the Convention of Lome.

To the products already covered by Stabex the EEC has added raw jute. From this year any shortfall from Bangladesh's anticipated earnings from its exports to the 12-nation Community of raw jute — or any of the 49 other agricultural products on the list — would be offset by the EEC under certain conditions.

Bangladesh has asked for some jute manufactures to be included, but this is very unlikely. Stabex seeks, after all, to iron out fluctuations in earnings from the export of raw materials. The list includes, however, several items like hides and skins, tea, shrimps and mangoes whose exports should be encouraged through the introduction of Stabex.

Last year Bangladesh's total exports to the EEC fell by 10 per cent to \$220 million.

### THIRD WORLD EXPORTS FALL

The International Monetary Fund (IMF) reported recently that exports of developing countries in Asia, Latin America and Africa declined 5.7 per cent last year to about \$490.9 billion.

For most third-world countries, imports also declined.

The IMF said the aggregate figure for 1985 imports of a large group of developing countries was \$497.3 billion 3.4 per cent less than in 1984.

According to IMF statistical "data, international trade was a particularly difficult problem" for developing countries in Asia last year.

With a decline in their exports during a period when their imports were increasing, the developing countries in Asia piled up an aggregate trade deficit of \$24.2 billion in 1985, compared to a combined deficit of \$12.6 billion in calendar 1984.

"Exports of the Asian countries declined 1.6 per cent in 1985 to \$177.2 billion owing to large decreases for Malaysia (6.3 per cent or \$1 billion) and Singapore (5.2 per cent or \$1.3 billion)", the IMF said. Imports of the developing countries in Asia increased by 4.5 per cent to \$201.4 billion the IMF reported, adding that much of this increase was fueled by a surge in China's imports which increased by

\$16.6 billion or 63.9 per cent in 1985 over the previous year.

The IMF added that there also were sizable increases in Hong Kong and South Korean imports last year.

In Latin America, the IMF reported, there were 'large declines' in both exports and imports during 1985.

For developing countries in the Western hemisphere exports receipts fell 4.7 per cent year to \$99.5 billion while imports declined 4.1 per cent to 72.1 billion.

The IMF report showed Mexico's exports last year were down by 9.4 per cent to \$2.3 billion. Venezuela recorded a 12.7 per cent or \$1.7 billion decline and Brazil's exports dropped by 5.1 per cent or \$1.4 billion.

The import outlays of nearly all of the Latin American countries declined last year, although the IMF said Mexico's imports were up 19.5 per cent and Venezuela's imports increased 7.7 per cent. The report showed that Brazil, for example, cut back its imports by 5.7 per cent last year, Chile reduced its imports by 17 per cent and Peru cut its imports by 17 per cent.

The IMF figures indicate that the developing countries in Latin America, as a group, managed to rack up a \$26 billion trade surplus last year primarily as a result of the cutbacks in imports. The combined trade surplus was a slightly larger \$28.2 billion in 1984, according to the IMF.

On the basis of incomplete figures, the developing countries in Africa apparently also managed to show an over-all trade surplus last year because of a sharp cutback in imports.

In the first nine months of 1985, their exports amounted to \$46.9 billion down slightly from the same period a year earlier, while imports totaled \$41.6 billion, a drop of 1.1 per cent.



# TRADE AGREEMENTS

## ALGERIA

The external affairs Minister, Mr. P. Shiv Shanker recently participated in the third Meeting of the joint Indian-Algerian commission, in which the two countries called for increased co-operation.

During the meeting, the two countries reviewed developments in their bilateral relations in the past few years and stressed the necessity of increasing co-operation in chemical and petrochemical industries as well as reinforcing South-South co-operation.

They paid particular attention to co-operation in engineering and called for enhanced exchanges of technical experiences. They also signed an agreement on joint petrol prospecting.

## ZIMBABWE

The Zimbabwe Government will launch next month a silk production pilot project with assistance from two silk experts from India.

The project is designed to determine Zimbabwe's potential as a major silk producer.

The Zimbabwean deputy secretary for lands, agriculture and rural resettlement, Dr. Sam Muchena, said the experts would teach selected personnel in the department of research and specialist services. The pilot project team, which would monitor mulberry trees, would include local entomologists.

The main project will start after receiving a report on the feasibility study carried out by the Food and Agricultural Organisation office in Harare.

## SOMALIA

India and Somalia are likely to collaborate in leather and tannery, paper and paper materials, building materials and establishment of industrial estates.

These issues were discussed recently between the Somali Industry Minister Major General Abdulla Mohamed Faadil and the industry Minister N. D. Tiwari during a meeting.

The two Ministers considered the steps taken by both sides on the recommendations of the multi-disciplinary team which has suggested Indian assistance in the field of small scale industries, preparation of project profile for specific industries, technical assistance and collaboration in the setting up of certain industries.

## POLAND

A five-year bilateral trade agreement was signed recently between India and Poland. It provides for all commercial and non-commercial transactions between the two countries to be paid for in non-convertible Indian Rupees.

During the first year of the agreement (1986), a trade turnover of Rs. 450 crores has been targeted. This is 6% higher than the figures for 1985.

Another important feature of the New Trade and Payments Agreement is the provision for invoicing import from Poland in Indian Rupees instead of US Dollars, which was the earlier practice. The export from India would continue to be in Indian Rupees as in the past.

This provision will facilitate imports from Poland and help to raise the volume of exports from India.

The agreement also includes the long term plan for the five-year period 1986 to 1990 which covers major items of import and export.

## KOREA

Some of the leading civil engineering firms in India and South Korea are likely to explore the possibility of forming joint venture companies to bid for major construction jobs in third countries.

It is being increasingly appreciated that the competitiveness of the construction companies in the two countries will improve considerably if they could mobilise their resources under one corporate roof.

At the recent meeting of the Korea India Economic Co-operation Committee of Association of Indian Engineering Industry and the Federation of Indian Industry in Seoul, it was decided that AIEI and FKI would make "constant" endeavour to identify the areas of co-operation in third country project works.

The Indian ambassador in South Korea, Mr. S. T. Devare told the AIEI delegation members that South Korea being a big importer of components and machinery. Indian exporters should be able to do better in this market provided there was concern for product quality and delivery schedule. South Korea's import bill in 1987 is expected to be \$36 billion.

## GERMAN DEM. REP.

India and the German Democratic Republic (GDR) are exploring possibilities of setting up joint ventures for export to third countries. Three main areas — machine tools, precision measuring instruments as well as lignite production and processing — are being identified where German technical know-how and cheap Indian labour can gainfully collaborate.

According to official sources here GDR can set up industries under the 100 per cent export-oriented scheme or in free trade zones.

Apart from strengthening commercial relations, such joint ventures can also result in higher trade. Moreover, India will become familiar with German technology in these areas which are considered sophisticated.

The two countries want to increase the utilisation of trade plan provisions further, which rose to about 70 per cent in 1984 and 1985. Earlier, the utilisation was to the extent of 50 to 60 per cent, only.

Against a trade plan provision of Rs. 330 crores in 1984, the actual turnover was Rs. 242 crores — exports by India Rs. 112 crores and imports Rs. 130 crores.

In 1985, the trade plan provision was Rs. 362 crores. The actual trade amounted to Rs. 256 crores — exports by India Rs. 120 crores and imports Rs. 136 crores.

For 1986, the trade plan provision is Rs. 474 crores — both exports and imports being reckoned at Rs. 2072 crores.



# INDIAN EXPORT HIGHLIGHTS

## READYMADE GARMENTS

India has exported ready-made garments worth Rs. 1096.72 crores during 1985-86. This has been about 15 per cent more than exports in 1984-85 and Rs. 96 crores higher than the target fixed for the year.

Readymade garments have been identified as one of the 14 thrust areas in the export strategy for the current financial year.

## LEATHER GOODS

India's leather exports went up to Rs. 662.5 crores during 1985-86, registering a 13.5 per cent increase over the previous year's achievement and a 9.5 increase over the target set, according to provisional figures. The share of value added products had risen 49.1 per cent during the year against 38.8 per cent 1984-85.

## CONSULTANCY EXPORT

Indian export consultants have set a target of Rs. 250 crores for exports by the end of the Seventh Plan period.

Federation of Indian Export Organisations (FIEO) president Virendra P. Punu, in his presidential address to a seminar on "export consultancy services" recently, said the earnings from consultancy exports had touched Rs. 63 crores in 1983-84 from a few lakhs in the early seventies.

## ELECTRONIC COMPONENTS

The Trade Development Authority (TDA) has formulated a two-year market development plan for export of electronic components to the

United States with the assistance of the UNDP.

In this context the authority has plans to obtain the Underwriter's Laboratory's (UL) approval.

In order to export electronic items to the US, UL certification is one of the major requirements. However, for certain other components particularly for military use, the nil specifications are necessary which the TDA also plans to obtain for the electronic components produced by its clients.

Addressing the sixteenth annual general meeting, TDA Chairman, Mr. Prem Kumar said that the Authority as a long-term strategy would try to get the UL recognition for laboratories set up by the department of electronics as certifying agency on behalf of UL. In addition, import of samples, prototypes, dies, moulds and toolings will be obtained for product development/adaptation purposes under the project. Development of buyer contacts participation in specialised electronic trade fairs and exhibitions, sponsoring of sales missions and appointment of distributors and agents will be the additional activities under this project.

He said TDA was also planning to energise its efforts for promoting exports and auto parts in the US market.

In order to upgrade the quality of trade information and speed up the mechanism of dissemination TDA had been assigned the task of preparing a blue print for setting up a national trade information centre with the help of professional consultants, if necessary.

He said TDA was presently engaged in preparing a directory of overseas importers which will be published soon.

In 1985-86, the major thrust of TDA was to develop exports to its target markets through the channel of department stores. The authority is also engaged in conducting a study on India's present air-borne cargo capacity.

## GEMS & JEWELLERY

Exports of gem and jewellery items at Rs. 1487.63 crores during the year April 85-March 86 have set up an all-time record. This compares with Rs. 1,304.92 crores registered during the year 1984-85.

Exports during 1985-86 thus show an increase of 14.

69 per cent over the previous year and an increase of 12 per cent over the target. Rs. 1325 crores fixed by the Government of India, Ministry of Commerce. The following table gives a summary of item-wise exports during 1985-86 compared to 1984-85. Cut and polished diamonds continued to account for a major share of the total exports. Over 90 per cent of all gem and jewellery shipments effected during 1985-86 consisted of diamonds. Exports at Rs. 1344.21 crores were at an all-time high and showed an increase of 14 per cent over 1984-85.

Other items to record increases were precious semi-precious stones and pearls. Exports of gold jewellery were, however, more or less the same as recorded in the previous year.

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# BOOK REVIEWS

**COLOMBIAN EXPORTABLE OFFER 1986.** Edited by PROEXPO — Department of Information and Publication, Calle 28 — No. 3A — 15, Bogota, Colombia. No. of pages : 576, Price on request.

This work presents the non-traditional export products and what can be offered according to the international Uniformity Industry Classification.

Every one of the 1300 enterprises that are listed in a tabulated format gives the following details : Name, address of firm, Type of Firm, maximum and minimum quantities they can export, value for each in dollars, minimum delivery due and countries where they wish to sell.

The book is divided into the following sections :—

- Agriculture and Hunting
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  - Timber & wood products including furniture
  - Paper industry & paper

products, Printing & Publishing

- Chemical Products & chemicals derived from oil & coal
- Non metallic minerals products, excepting oil derivatives
- Basic Metallic industries
- Metallic products, machinery & Equipment manufacturing
- Other Manufacturing Industries

Information for this work was obtained by a Survey System, in base of the 1.055 fulfilled formularies for managers on an initial selection of 1.300 enterprises approximately. This response covers 70% of producing-exporting enterprises; for that reason, this is a representative answer, and includes the most important exporting enterprises of the country.

**EXPORT CANADA 1984-85 — THE MARKETING DIRECTORY FOR CANADIAN TRADE**, published by Canex Enterprises Inc., Box 1048, Stn. 'A' Surrey, B. C. Canada V3S 4P5. Pages 599. Price: U.S. \$48.00 (seamail).

Since its inception seven years ago EXPORT CANADA has provided the most comprehensive source of exporters looking for new markets compiled in this country.

Although there are many lists of manufacturers (some with a distinguishing mark,

which indicates a possible interest in exporting) none qualifies the exporter as to whether they are actually seeking new markets, or whether they have the capacity and expertise to fulfill those markets.

Each listing contained in this book is, in effect, a paid advertisement wherein lies the book's value. There is nothing more frustrating to the foreign trader than to try to communicate with a company who is not ready, willing and able to fulfill the obligations of a capable supplier.

Few manufacturers and producers around the world, particularly in Canada, have the production, financial, or technical capacity to compete in world markets. Most of the Canadian companies that do, are listed in this book. That is why readers, both inside Canada and out, keep EXPORT CANADA handy for a quick and easy reference to Canadian products and services available, and companies able and willing to provide them.

The editorial section in this edition emphasizes information and, in addition, to the updated Aid to Trade features have been added.

Included is an excellent article reprinted from a popular and comprehensive book on export marketing. EXPORTING, 'A Practical Manual for Developing Ex-

port Markets and Coping With Foreign Customs', written by Ernest Y. Maitland.

This updated edition of EXPORT CANADA is interesting, informative and above all invaluable in assisting your world trade plans.

**THESAURUS OF INTERNATIONAL TRADE TERMS 1985** published by International Trade Centre, UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland. Pages 163. Price on request.

Thesaurus of terms recurrent in documents and publications on subjects of interest to international trade and trade promotion with particular reference to developing countries — includes terms relating to reference materials; functional subjects Connected with trade and countries & geographical entities; and a broad range of products of export import interest to developing countries; lists terms (1) alphabetically with classification numbers, French and Spanish equivalents, scope notes where necessary, and broader —, narrower — and related-term relationships; and (2) in numerical order; introduction gives explanatory notes and recommendations on the use of a thesaurus in trade information work; appendix gives CCCN-SITC relation table.



# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## ARGENTINA

**COM|ARGENTINA** — Buenos Aires — December 5-4, 1986. Communications & Computer Exhibition. For details contact Media Network Europe, 27, Wilfred Street, London, SW1E 6PR, U.K. Tel: 01-828-6107.

## BOTSWANA

**INTERNATIONAL FAIR** — Gaborone — September 24-29, 1986. For details contact Ministry of Commerce & Industry, Private Bag 004, Gaborone.

## BRUNEI

**BRUNEI EXPO & INT. TECHNICAL FAIR** — Brunei — December 7-14, 1986. For details contact Atec Management Pte. Ltd., 190 Middle Road, Suite 13-05, Fortune Centre, Singapore 0718.

## CHINA, PEOPLE'S REPUBLIC OF

**CHINA LIGHTTECH** — Shanghai — September 15-20, 1986. Int'l Exhibition of Machinery for light industry. For details contact ITF International Agencies Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 3B6, U. L. Tel: 021-7056707.

**IBEX** — Beijing — September 22-26, 1986. Building Materials, Supplies & Equipment Exhibition. For details contact: Cahners Exhibitions Ltd., Chatsworth House, 59 London Road, Twickenham, Middx TW1 3SZ, U.K. Tel: 01-891-5051.

**CHINA LEATHER** — Wuhan — October 4-9, 1986. Leather Machinery & Processing Techn. Exhibition. For details contact Morgan-Gramplan Exhibitions Ltd., 30

Calderwood Street, London, SE18 6QH, U. K. Tel: 01-855-7777.

## INDONESIA

**4th ASEAN FURNITURE SHOW** with Furniture Design Contacts — Jakarta — September 27/October 1, 1986. For details contact APHKI Indonesian Furniture and Woodwork Association, 5A, Jl. Pegambiran Rawamangun, Jakarta. Telex: 49177 JIEP JKT ATTN MACRO.

## INDONESIA

**CHEMICAL INDONESIA** — Jakarta — November 25-29, 1986. For details contact Andry Montgomery, 11, Manchester Square, London, W1M 5 AB, U.K. Tel: 01-486-1951. Telex: 24591 Montex G.

## IVORY COAST

**EAI 86** — Abidjan — Oct. 7-11, 1986. Expo Agriculture & Industry. For details contact Fairs & Exhibitions Ltd., 21, Park Square East, Regent's Park, London, NW1, 4LH. Tel: 01-9358-200.

## KOREA

**KES '86** — Seoul — October 8-13, 1986. 17th Korea Electronics Show. For details contact Electronics Industries Assoc. (EIAK), Electronics Building, 648, Yeongsam-Dong, Gangnam-Ku, Seoul. Telex: EIAKS K 28999.

## MALAYSIA

**WOODEX** — Kuala Lumpur — September 16-19, 1986. Asian Int. Forestry, Timber Processing & Woodworking Exhibition. For details contact ADG Exhibitions, 11 Lynton Road, Che-

sham, Bucks, HP5 2BU, U.K. Tel: 0494-775444.

**INSTRUMEX** — Kuala Lumpur — September 16-19, 1986. Instrumentation, Measurement & Electronic Testing Show. For details contact Interexhibition Management Service, 72M Jalan SS 21/39, Demansara Utama, Petaling Jaya, Selangor. Tlx: 3875.

## PERU

**TECNOMIN '86** — Lima — November 23-30, 1986. 5th Int'l Fair for the Mining Industry. For details contact Pacific Int'l Trade Fair, P.O. Box 4900, Lima 100. Tlx: 25504 PE FERIA.

## PHILIPPINES

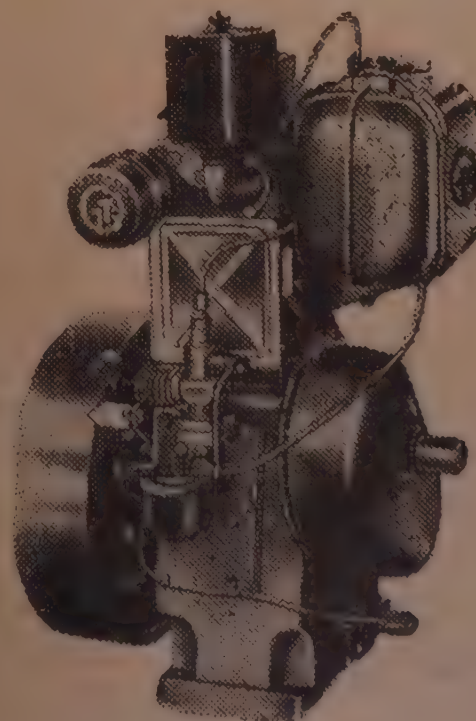
**GIFTS, TOYS AND**

**HOUSEWARES** — Manila — October 20-27, 1986. For details contact Philippine International Convention Center, CCP Complex, Roxas Blvd., Manila.

## SENEGAL

**SAPEHDAK** — Dakar — November 6-12, 1986. Agriculture, Fishery, Stockfarming & Hydraulics. For details contact Sofidak, Route de l'Aéroport de Yoff, B. 13329, Dakar. Tlx: 43 FIDAK SG.

**FIDAK** — Dakar — November 25 December 8, 1986. International Fair. For details contact Sofidak, Route de l'Aéroport de Yoff, B. 13329, Dakar. Tlx: 43 FIDAK SG.



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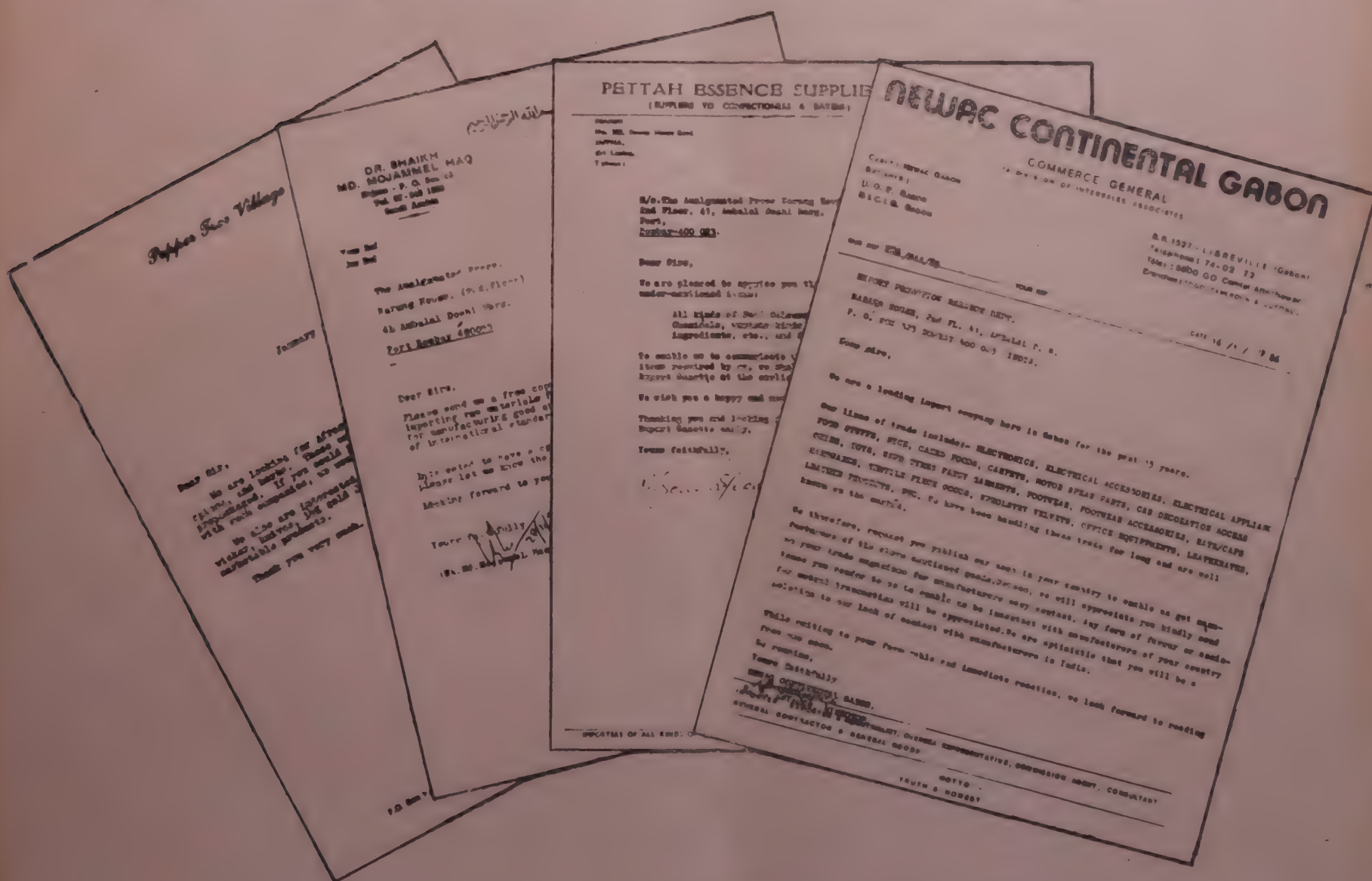
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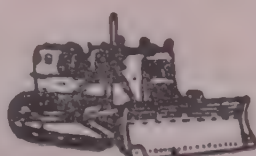
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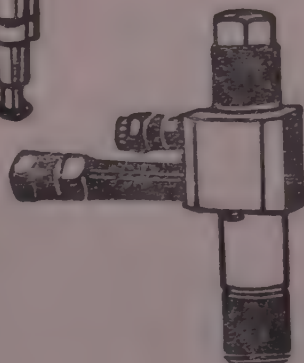
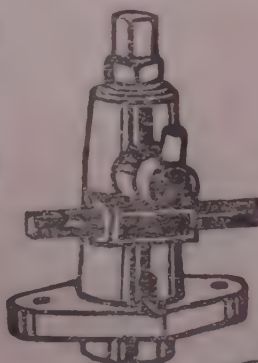
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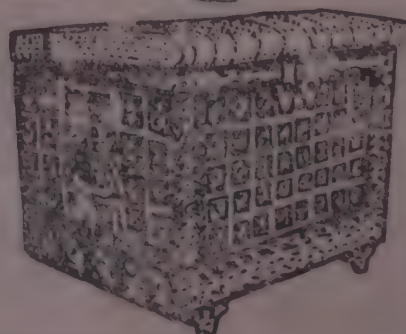
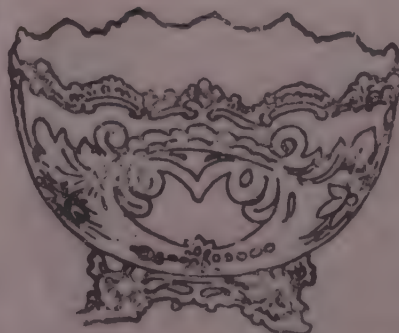
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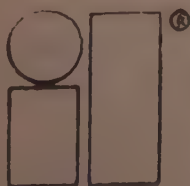
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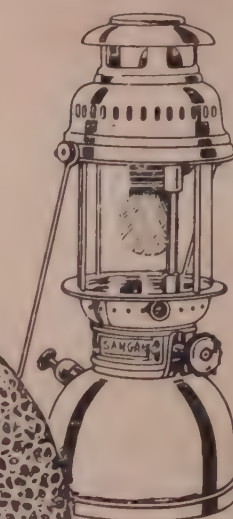
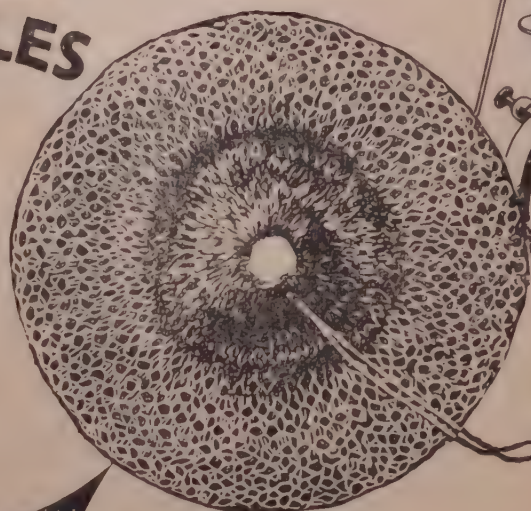
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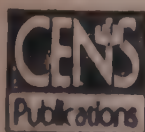
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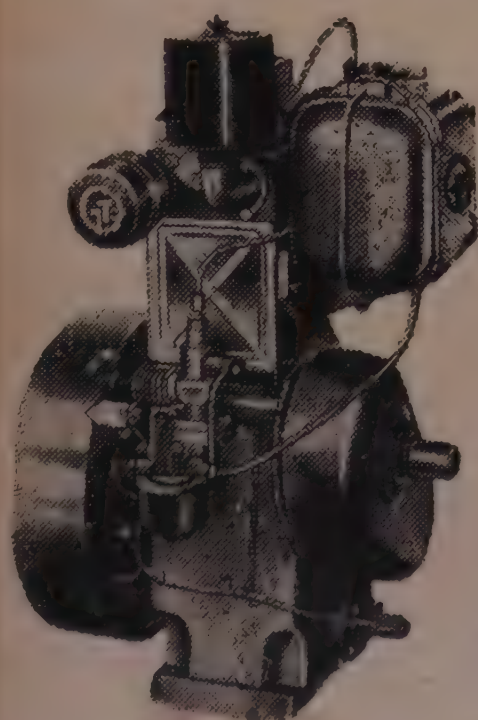
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Saral Exports Pvt. Ltd., Supari Bhavan, 5th Floor, 83|85, Kazi Syed Street, Bombay 400 003. Phone : 348157|341039. Telex : 11-73039 RAWT IN. Cable : SARALSPICE. Exporters of Indian Spices, Crude Drugs-Herbs-Roots, Psyllium Seeds and Husks, Senna Leaves, Medicinal Plants & Extracts, Essential Oils, Processed Foods & Pickles and all sorts of General Products. (D)

Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel. : 25-8194. Cable : 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

The Wallace Flour Mills, Co. Ltd., Shivdas Champsi Marg, Honcock Bridge, Mazagaon, Bombay 400 009. Manufacturers and Exporters of Food Products. Enquiries solicited for superior quality wheat flour, semolina, pasta potato and banana wafers, gluco biscuits and cream wafer biscuits. (D)

## BUSINESS OPPORTUNITIES

1. Directory of Middle East Importers
2. Directory of U.S.A. & Canada Importers
3. Directory of European Importers
4. Japan Buyers' Guide
5. Directory of Indonesian Importers & Exporters.

You can get a copy of the above free.

For details, please write to:—

World-Wide Import-Export Promotion Centre, P.O. Box 503, Marine Parade Post Office, Singapore 9144, Republic of Singapore. Telex: RS 39194 AB.



**Wanted Distributors :** Manufacturers of Quality Indian Pickles and Ground Spices for over 50 years. Wish to appoint distributors in U.S.A., Canada, Europe, Middle East and Australia, New Zealand, Japan, South East Asia, etc. Interested parties please write with full details to V. P. Bedekar & Sons P. Ltd., 56, Gharpure Path, Bombay 400 004. (D)

## Furniture

### INDIA

**Janak Manufacturing Works,** Antop Hill, Wadala East, Bombay 400 037. Manufacturers & Exporters of New Intensive Care Bed, Patient Care Equipment and Folding Wheel Chair. (D)

## General Merchandise

### INDIA

**Banerjee Exporters,** 6, Duttaraj Building, College Road, Nasik 422 005 (India). Deal with readymade garments, leather goods, silk, costume jewellery, handicrafts, handlooms, foodstuffs, spices, fruits & vegetable, dolls, sports goods and any other commodities required on competitive price. (S)

**Fargo Mantle Products Pvt. Ltd.,** 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

**Forem Pvt. Ltd.,** 78-80 Rao Bahadur S. K. Bole Road, Kawli Wadi, Dadar (W), Bombay 400 028. Tel: 422-8002. Manufacturers & Exporters of tamarind powder, garlic powder, food essences & colours, air freshner/toilet spray/body spray, sambar powder/rasam powder/garam masala, & all varieties of spices. (C)

**Gulf Exports,** Navjivan Society Building, No. 3, 7th, Floor, Room No. 24, Lamington Road, Bombay 400 008. Phones : 378557. Telex : 76524 GFEX IN. Grams : Sweet Gulf. Exporters of Building

**Materials & Readymade Garments.** Specialists in Man-Power Supply for overseas Employment. (C)

**Hakeem Research & Marketing Private Limited,** 6, Rosary Building, M. M. Chotani Road, Mahim (West), Bombay 400 016. Exporters of Indian Goods and Services, Manufacturers' Representative, Liaison Agent. See Advt.

**Indian Exports,** 956, Sector 41-A, Chandigarh 160-036. Exporters : Brass art ware, wood carving, Kashmir woollen gown gents' ladies, and crewel work, silk scarves/ties, embroidery, artificial jewellery/stones, brass photography, ice cream/soft drink concentrate powders and general merchandise. (S)

**Jatin & Co.,** Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay 400-003. Worldwide Exporters of Genuine Indian Spices, Basmati Rice, Foodstuffs, Oilcakes, Indian Handicrafts, Brass Artwares. Also best quality Indian Incense Sticks Agarbathies. (C)

**Kilachand Devchand & Co. Pvt. Ltd.,** Oriental House, Churchgate, Bombay-400 020. Phone : 231845. Tlx. : 112203 Kdco In. We export Cotton Fabrics, Sheet- ing, Art Silk, Yarn & Sew- ing Thread, Pure Silk, Tassar Silk, Made-ups, Scarves/Stoles, Lungies, Durries, Dusters, Blankets, All types of Garments such as Boiler Suits, Uniforms, Kurtas, etc. All Food Products & Produce and Minerals, Handicrafts, etc. (C)

**Muralidharan M. Sindhu International,** 233, Co-Operative Colony, Bokaro Steel City 827001, Dist. Dhanbad (Bihar). Exporters of gift items, greeting cards, stickers, sandalwood visiting cards, leather goods, scarves, mango pulp, peanut butter, spices, bicycle spares and other Indian items. Export enquiries solicited. Mail order importers can also contact. (S)

**Nagda Exports,** 24, Western House, 17, Sir P. M. Road, Bombay 400 001. Manufacturers & Exporters of Handloom Furnishings, Bed spreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)

**Paresh Exports,** Post Box No. 5064, 115 New Chinch Bunder Road, Bombay 400-009. Established 1977. Cable : Laxmiprem, Bombay 9. Telephone : 864402. Export Books, Newspapers, Periodicals, Magazines & Journals, Electrical Goods, Seeds, Spices, Garment Buttons, Rubber Products etc. Bankers : Grindlays Bank p.l.c. Mandvi, Bombay 400 003, Corporation Bank, Bhat Bazar Branch, Bombay 400 009. (C)

**Queen's International,** 105, Veena Beena, 1st Floor, Opp. Bandra Station (W), Bombay 400 050. Phone : 6400128/6424956. Telex : 011-78180 CBS IN. Exporters of Imitation/Costume Jewellerys and all types of beads in all shapes. Export enquiries and agency for Dimond/Precious Stones/Pearls solicited.

We export readymade garments made of cotton, poly-

ester & pure silk, scarves of cotton, viscose and pure silk, pure kolhapuri leather chap-pals, leather purses, wallets & belts, brass & wooden art- wares, 'Krunchee' brand pa- pads, spices, pickles & other Indian Products. Contact : R. K. International, 704 Na- vjivan Commercial Building No. 3, Lamington Road, Bombay 400 008 (India). Ph. : 378209/398172. (S)

**Rajesh International Ex- ports,** 37-23 Defence Colony, Sainikpuri, Secunderabad-500 594. Andhra Pradesh. Telex : 0155-333 PCO IN. Exporters of Granites, Build- ing Materials, Foodstuffs, Spices, Jewellery in Real Pearls, Semi-Precious Stones, Immitation, Antique Handi- crafts etc. Also Manufactu- rers/Exporters of all products who wish to export their items regularly on commis- sion basis, may kindly send their offers. (D)

**Ravi Enterprises,** 220, Ajay Service Industrial Estate, B- Anjirwadi, Mazagaon, Bom- bay 400 010. Tel. : 8727253/8726254/8729003. Manufac- turers & Exporters of 'Welo- fil' Water Filters. (D)

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Res. : 6125330

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700 001, India. Telex: 021-  
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NE-SUPPLY. Phones: 26-  
3355, 26-6154. (C)

Spices, Curry Powder, Pic-  
kles, Canned Fruits/Vegeta-  
bles, Roasted Cashewnuts,  
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Beedi, Agarbathis, Luggages,  
Leather Cases and Novelties,  
Suitcases and Carryons, Chil-  
dren Cycles, Toys, Sandal-  
wood Oils, Textiles, Mine-  
rals, Diesel Engines, Pumps,  
Welding Sets, Plastic House-  
hold items, Melamine Table-  
ware, Kitchenwares, Cosme-  
tics, Food Colours, Essences,  
Food Chemicals and General  
Merchandise. Contact: M/s.  
Salmat Agencies P. B. No. 4,  
Alamcode 695102, Kerala,  
India. Tel: 481. Cable:  
Salexports. (D)

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vi Road, Bombay 400 001.  
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MANDRAFT. Export: Bas-  
mati Rice, Lemon Shellac,  
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Cast Iron Products, Table &  
Ceiling Fans, Diesel Engines,  
Centrifugal Pumps, Bicycles  
and Accessories, Wirenails,  
Garlic. (D)

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of Brass Pressure Stoves,  
Lanterns, Blow Lamps, Bur-  
ners, Mantles & Parts there-  
of. (D)

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rya Dhonde Marg, Sewri,  
Bombay 400 015. Manufactu-  
rers and Exporters of Gar-  
ments, Sarees, Art Silk Em-  
broidery and Cotton thread,  
Leather Bags, Immitation Je-

wellery and Leather Foot-  
wear. Cable Tekwanibag.  
Phones: 4121273/4131225. (C)

Victor Equipments Pvt.  
Ltd., 1, Amar Industrial Es-  
tate, Kurla Andheri Road,  
Saki Naka, Andheri (E),  
Bombay-400 072. Tel.: 51-  
26029. Domestic Water Fil-  
ters of all Capacities, Plastic  
Novelty Items, Wooden Ice  
Buckets, varieties of Gift  
Items in Wood as per your  
requirements and all other  
enquiries will be entertained.  
(D)

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INDIA

For Guar Gum Powder &  
refine Splits of High Viscosity  
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Gram: AMBA-VATVA.

Export Inquiries Solicited.  
(C)

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Belt type semi hydraulic  
Drill Machines, Contact:  
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Industries, 37, Adarsh Ind.  
Estate, Rakhial, Ahmedabad  
380 023. Phone: 363546  
C/o. 361371. Exporters' En-  
quiries Solicited. (D)

## Handicrafts & Handloom Products

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Jahanara Cottage Indus-  
tries, 98, Dhaka Standium,  
Dhaka. Exporters of bam-  
boo place mat, bamboo bas-  
ket, jute, cane & wooden  
handicrafts. (E)

INDIA

Alcke Merchants, Vijay

Compound, Ambala-Kalka  
Road, Old Panckula, Dist.  
Ambala, Haryana 134 109.  
Exporters of Artificial Jewel-  
lery, Indian Perfumes, Brass  
Artware, Handicrafts, Beau-  
tiful Handmade Dolls in vari-  
ous Indian costumes and  
Yoga Books on mind and  
body faculties. (S)

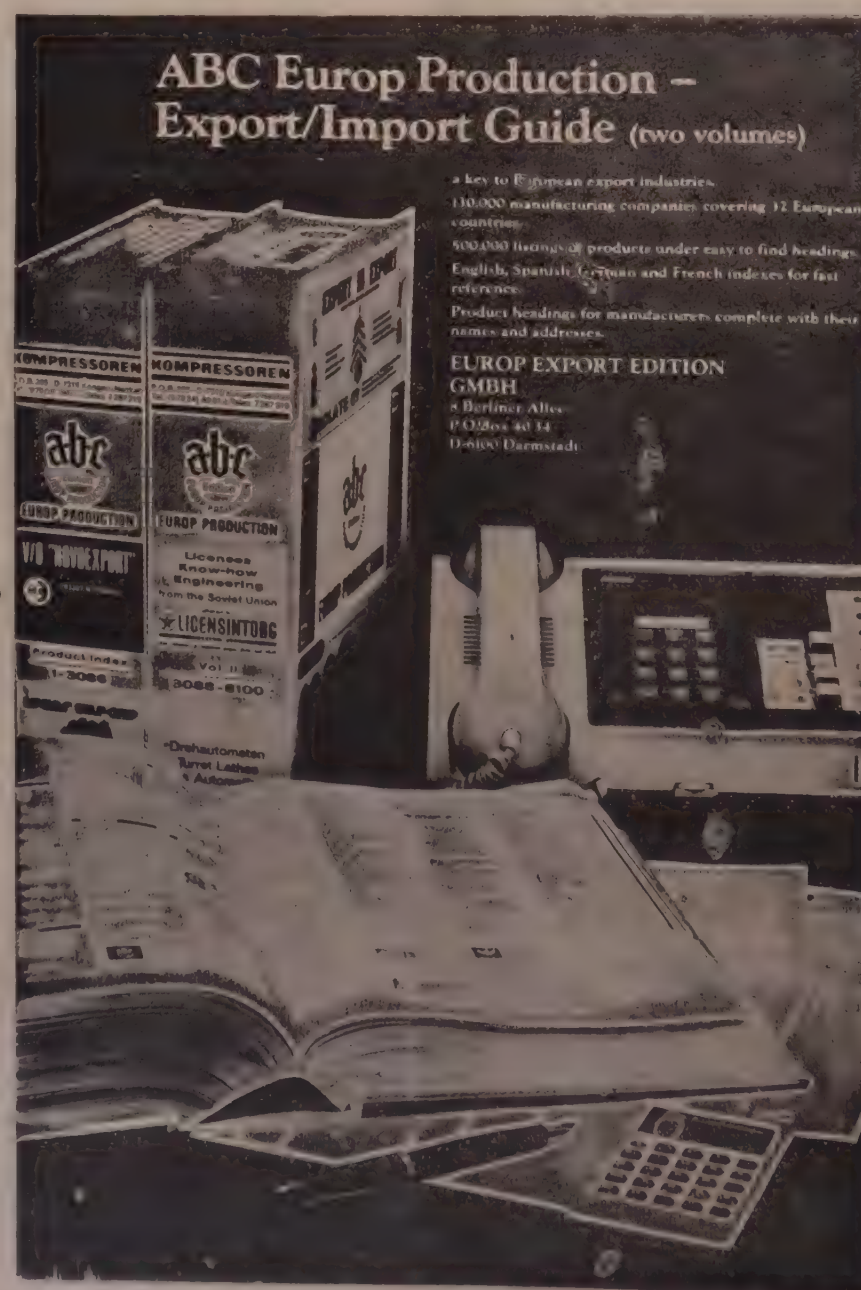
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toys, figures of traditional  
contemporary value. Also  
folk ornaments, tribal drums,  
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rest, Tardeo, Bombay 400-  
034. Phone: 897885. Cable:  
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Exporters: Handicraft, Gem-  
stones & Quality Fashion  
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Horn, Seashell, Semi-Preci-  
cus & Agate Stones, etc.  
thousands of varieties &  
Combinations. Importers &  
Agents Wanted. (C)

Exim International, Post  
Box 1587, Delhi 110 006.  
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Horn, Fancy Lights, Embos-  
sed Planters, Centre Tables,  
Wood Carvings & Elephants,  
Papier Machie, Soapstone  
Boxes, Zari & Jute Fashion-  
able Bags, Carpets, Durries  
and Imitation Jewellery Etc.  
(C)

'I.E', D-87/NE Block,  
Khyala, Vishnu Garden, New  
Delhi 110 018. Export: In-  
dian Handicrafts, Leather  
Goods, Silk, Dresses in extra-  
fine quality at low reasonable  
prices. Mail order Importers  
may advantageously contact  
by sending U.S. \$(or equiva-  
lent) for complete details  
plus a free gifts' Scheme add  
U.S. \$15 (or equivalent) for  
a kit of samples. (C)

Indian Handicrafts &  
Curios, 14, Amarpali, Juhu  
Vile Parle Scheme, V. M.  
Road, Next to Hotel Dimple  
Bombay 400 049. Phone:  
574786. Manufacturers &  
Exporters of brass artware,





antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

International Export Corporation, 27, Ramanathan Road, Alagappa Nagar, Kilpauk, Madras 600 010. Exporters : Dealing in Silver Jewellery, Imitation Jewellery, Handicrafts and Softwares. We will be glad to supply any other items you wish at lowest price. (C)

Handloom Woollen Druggs, Cotton Durries, Bed-sheet, Towels Table Cover, silk Scarves, Stoles, Imitation Jewellery, Bangles, Bone Articles, Leather Bags/Purses, Belts, Shesham Wood Screens, Carvings, Toys, Gift & Novelties. Jamal Export Corporation, Post Box No. 201, Bhadohi, Dist. Varanasi, India. (C)

K. K. International, 259-D, Ripudaman Pura, Nabha 147201, Distt. Patiala (Pb.). Wanted agents and customers for exporting rare and standard handicrafts especially embroidered shoes, bags and dupattas, silk scarves, dolls, metal artware and hosiery items also available. (S)

Rajasthan Doll Industries, 458, Mishra Rajaji Ka Rasta, Jaipur-1 Offers for Export artistic soft Character Handmade Dolls in various Indian Costumes and Puppets in Rajasthan Costumes. (C)

Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel.: 257250. Grams: "Pushpjiwan". Manufacturers/Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewellery, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel.: 212016, 219191 Extn 279. Ex-

porters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

Wington Exports, 6-43-(1) Ganapathy Street, Mercara 571 201. Exporters of Cardamom, Pure Silk Fabrics and Sarees, Leather Goods, Imitation Jewellery, Bone Jewellery, Rosewood Inlaid Items, Fancy Jute Articles, Fancy Caps and much more Articles worthy of presentation. (D)

## Horticultural Products

### INDIA

Indo-American Hybrid Seeds, 308, Verma Chambers, 11, Homji Street, Fort, Bombay 400 001. Seeds of flowers and vegetables, indoor house plants, ornamental plants for landscapes, fruit plants and rare exotic varieties. (D)

## Hospital Supplies

### INDIA

Narula Gutwirts India Pvt. Ltd., 402, Gagan Deep, 12, Rajendra Place, New Delhi 110 008. Exporters of

high quality medical instruments, equipments, disposables, hospital furniture, turnkey projects, laboratory equipment etc. (D)

## Indenting Agents

### INDIA

Anil Corporation, 65 Tambakanta, Bombay 400 003. India. Tel.: 349516. Telex: C/o. 4803 KBC IN. Indenting Agents — All types of scrap waste & finish material in paper, plastic, pulp, fibre, ferrous/non-ferrous metal, steel, yarn, wires/cables, laminated metalised film, dyes/chemicals, electronic components, computers, insulation materials, canned/fresh fruit/vegetable, rice, cattle-feed, woodlogs, granite. (C)

## Jewellery & Gems

### HONG KONG

Artland Products Trading Corporation, G.P.O. Box 10720. Manufacturers & Exporters of Imitation Jewellery — Earrings, Necklaces, Bracelets, Pendants and Key Chains. (C)

### INDIA

Brilliant Industries, 228, Adhyaru Industrial Estate, Sun Mill Compound, Lower

Parel, Bombay 400 013. Manufacturers & Exporters of glass beads, glass chatons, plastic beads, plastic pearl beads & imitation jewellery items. (D)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400 003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (D)

Muchhala N. V., 35, Bazarigate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious & semi-precious stones & jewellery. (D)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel.: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery: Finger Rings, Bangles, Pendants and Charms. (D)

## Kitchenware

### INDIA

Asian Appliances, 4/4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400 063. Phone: 681716. Manufacturers of 'Jyoti' Kit-

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Factory: M.I.D.C. Shed No. W-72(A), Plot No. N-4, Industrial Area, Chikholi, Ambernath, Dist. Thana-421 501

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chen Queen Mixer cum Grinder. (D)

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Karekar Industries, 164D, Dr. Ambedkar Road, Dadar, Bombay 400 014. 'Samrudhi' Food Processor makes everything possible with just two blades and one bowl. Mixing, Wet Grinding, Atta Kneading, Vegetable Chopping, Blending, Liquidising, Slicing, Shredding and Meat Mincing. (D)

Mangesh Enterprises, 90-B, Bhawe Compound, Gokhale Road, Thane 400 602. Phone: 595163. Manufacturers of 'Shalimar' Super-Max — the versatile mixer-grinder. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel.: 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

Servo Communications Pvt. Ltd., 2/3, Kartar Bhavan, 112, S. B. S. Road, Colaba Causeway, Bombay 400-005. Phone : 240592/220673. Manufacturers of 'Unimix' Kitchen Machine with 9 at-

tachments for different processes. (D)

## Leather Products INDIA

Leather Industries Development Corporation of Maharashtra Ltd., Bombay Life Building, 5th Floor, 45, Veer Nariman Rd., Bombay 400-023. Grams : Charmodyog. Phones : 295186/297157/2591-03. Manufacturers & Exporters of Footwear, Industrial Leather Products, Bags and Wallets and Belts. (D)

Sigma Exports International, P.O. Box 16245, Mazgaon, Bombay 400 010. Tel.: 8722725/8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. (D)

## Machinery, Pesticide INDIA

High Speed Label Over Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Good Products Industries. Contact : Jacsons Sales India, 4B, Morar Flats, Maninagar (East), Ahmedabad 380 008. Phone: (O) 363819.. Factory.: 3673-

88. Grams.: JALDEEP. Exporters' Inquiries Solicited (C)

## Machinery, Plastic INDIA

'PIMCO' a complete range of PLASTIC PROCESSING MACHINERY like Injection & Blow Moulding Machines, Extrusion equipments, Different Models of Scrap Granulators, Dry Colour Mixing Machines, Bottle Neck Cutters, Lump Cutters, Resin Compounding Mixers and Moulds for Injection & Blow Moulded articles are manufactured by Pioneer Manufacturing Corporation, 41, Veena Dalvai Industrial Estate, Oshiwara, Jogeshwari (West), Bombay 400 102. Tel: 620013-623452-572670. Cable: Granulator. (D)

## Mosquito Powerloom Cloth INDIA

For requirements of Mosquito Powerloom Cloth (2nd quality) inquiries from world markets invited by Manufacturers: Udayan Textile, Bombay Market, Revdi Bazar Cross Lane, Ahmedabad 380 002. Phone: 381449. Exporters' Inquiries Solicited. (C)

## Musical Instruments INDIA

Haribhau Vishwanath Company, Opp. Dadar W. Rly. Station, Dadar, Bombay 400 028. Manufacturers & Exporters of all kinds of Indian Musical Instruments such as Harmonium, Sitar, Tanpura, Tabla, Mridang, Dholak, Bongo, Congo, Manjira, Kartal, Tamborine, Flute, Santoor, Swarmandal & Dancing Bells. (D)

## Optical Goods INDIA

Shah Optical Industries, Manufacturers of Quality Spectacles & Combination Frames. KRAYPTOK Bifocal and Single Vision Lenses. Works : 90/11, GIDC Ind. Estate, Vatva 382445, Dist. Ahmedabad. Office : 1778/4/1. Gandhi Road, Ahmedabad 380 001. (D)

## Pesticides INDIA

Beekay Pesticides Pvt. Ltd. 134, Mody Street, Post Box 553, Bombay 400 001. Tel : 266546. India's leading formulators of pesticides such as Aldrin, Malathion, Endosulfan etc. See Advt.

## Pharmaceuticals, Drugs & Medicines INDIA

Pravin Laboratory, 402 Vir Savarkar Road, Bombay 400 025. Manufacturers & Exporters of Ampicillin and Tetracycline Capsules, Chloramphenicol Suspension, Antacid Suspension, Pravin Gripe Water, Paracetamol, Promethazine Hydrochloride, Piperazine Citrate, Chloroquine Phosphate, Metronidazole, Pekora Prahist (Single + Double), Antihistamines, Multivitamins all in syrup form. (D)

Ramban Patent Depot, 32, Princess Street, Bombay-400 002. Manufacturers & Exporters of MANHAR GRIPEWATER and Quality HOUSEHOLD PATENT

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The Tayyebi Dawakhana, 77, Mohammedali Road, Bombay 400 003. Tel : 324-883. Manufacturers of 'SHAHI' the best Unani Tonic, generates extra blood, strengthens heart, brain & lungs, cures cough, asthma & tuberculosis, effective for ladies during pregnancy, also effective for children, can be used regularly in all weather. (D)

## Pharmaceutical Machinery

### INDIA

High Speed Label Over Printing Machine, Hand Operated Mini Printing Machine, Label Gumming Machine, Carton Over Printing Machine, useful in Pharmaceutical, Pesticides & Food Products Industries, Contact: Jacsons Sales India, 4B, Morar Flats, Maninagar (East) Ahmedabad 380 008. Phone (O) 363819. Factory : 367388 Grams : JALDEEP. Exporters Inquiries Solicited. (D)

Dynamic Machines Pvt Ltd., 159, C. S. T. Road, Kalina, Santacruz (E), Bombay 400 098. World Class Pharmaceutical & Packaging Machines. (D)

## Plastic Products

### INDIA

Milton Plastics, 202/203, Raheja Centre, Nariman Point, Bombay 400 021. Ice Pails, Ice Packs, Water Jugs, Tiffins, Casseroles, Flasks and Picnic Sets. (D)

Plasticrafts, 5, Mehta Building, 26, Calicut St., Bombay 400 038. Manufacturers of CLARION Revolving Audio Cassette Rack, DELITE Air Tight Containers, CINDERELLA Flower Vases, Snack Trays, Tumblers and other plastic household products. Sole Export Agents :

Standard Exporters, G.P.O. Box 302. Bombay 400 001. Tel. No. 266460-264991. Cable : JEWELBABY. Telex : 11-6729 BABY IN. (C)

## Powerlooms

### INDIA

Spencer Heavy Duty Power-Looms from 40"-110" to weave Suiting, Shirting, Cotton saree and H. D. P. E. Snack. Contact : Spencer Engineering Corporation, Panchal Yuvak Mandal's Building, Gheekanta Road, Ahmedabad 380 001. (D)

## Pumps

### INDIA

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# INTERNATIONAL MARKETS & ECONOMIES

After the death of Gjergj Kastrioti Skenderbeu (Skanderbeg), Albania's national hero, in 1468 Albania passed under Turkish suzerainty until 1912. Independence was proclaimed at Vlone on 28 November 1912, and the London conference of ambassadors decided upon its frontiers and nominated as its ruler Prince William of Wied, who arrived at Durres on 7th March 1914, but on 3rd September 1914 left the country, which fell into a state of anarchy. By the secret Pact of London of 26th April 1915 provision was made for the partition of Albania; but this arrangement was repudiated on 3rd June 1917, when the Italian C-in-C, in Albania proclaimed at Gjirokaster the independence of Albania. In January 1925 a republic was proclaimed and on 1st Sept. 1928 a monarchy. Ahmed Beg Zogu, President since 31st January 1925, reigned as King Zog till April 1939, when, on the occupation of the country by the Italians, he fled to England. After the liberation he was deposed in absentia on 2nd January 1946. During the years 1939-44 the country was overrun by Italians and Germans. The official Albanian date of the liberation is 29th November 1944.

On 10th November 1945 the British, US and USSR Governments recognised the Provisional Government under Gen. Enver Hoxha, on the understanding that it would hold free elections. The elections of 2nd December 1945 resulted in a Communist-controlled assembly, which on 11th January 1946 proclaimed Albania a Republic.

In 1946 Great Britain and the USA broke off relations with Albania and vetoed its admission to the United Nations, Albania was finally admitted on 15th December 1955.

Because of Albania's Stalinist and pro-Chinese attitudes diplomatic relations with

There is a Greek minority (1984 estimate, 400,000).

**Vital statistics:** 1980 (per 1,000); Births, 26.5; deaths, 6.4; marriages, 8.1; divorces, 0.8; natural increase, 20.1 per thousand. Population density, 93 per sq. km. Growth rate, 1945-79, 2.5%. Life expectancy in 1979 was 69 years.

out of the electorate of 1,627,968 was claimed to vote for the 250 candidates on the single list of the Democratic Front. (There were 8 spoiled papers and 1 vote against).

The Government consists of a Prime Minister (Chairman of the Council of Ministers), 2 deputy Prime Ministers and the Chairman of the State Planning Commission. Effective rule is exercised by the Albanian Labour (i.e. Communist) Party, founded 8th November 1941, whose governing body is the Politburo.

In 1981 the Party had 122,600 full members and candidates (in 1979 — 37.5% workers, 29% farmers, 27% women).

**Local Government:** is carried out by People's Councils at Village, lokalitet, town and district level. Councilors elected for 3 years.

**Defence:** Albania withdrew from the Warsaw Pact in 1968 in protest against the invasion of Czechoslovakia. The Constitution precludes the stationing of foreign troops in Albania. Conscription is for 2 years in the Navy, Air Force and special forces.

**Membership:** Albania is a member of UN.

**Economy:** Annual average increases: national income, 5%; industrial production, 6.8%; agricultural production, 21.4%. The seventh 5-year plan covers 1981-85. Target increases: agricultural production 32%, industrial, 34%. Emphasis is laid on industrial expansion,

## ALBANIA

USSR were broken off in 1961. In 1977 Albania terminated its special relationship with China. In December 1981 the Prime Minister, Mehmet Shehu committed suicide. Later Hoxha alleged that Shehu had been a foreign agent. Massive purges of Shehu's associates in the leadership took place in 1982.

**Area and Population:** The area of the country is 28,748 sq. km. (11,101 sq. miles). By the peace treaty Italy restored the island of Sazan (Saseno) to Albania. At the census of January 1979 the population was 2,590,600 (34% urban; density, 90 per sq. km.). Population in 1982, 2.75m. The capital is Tirana (1978 population (in 1,000), 198); other large towns are Shkoder (Shkodra, Secutari) (62.5), Durres (Durrësi, Durazzo) (61), Vlore (Vlona, Vlon, Vlora, Valona) (58.4), Korce (Korca, Koritza) (50.9), Albanan (50.7). Other towns (1975): Berat (30), Fier (28), Gjirokaster (Argyrocastro) (22), Lushnje (21), Kavaje, 1971 (18), Qytet Stalin (formerly Kucove) (14).

**Climate:** Mediterranean-type, with rainfall mainly in winter, but thunderstorms are frequent and severe in the great heat of the plains in summer. Winters in the highlands can be severe, with much snow. Tirana — January 44°F (6.8°C), July 75°F (23.9°C). Annual rainfall 54" (1,353 mm). Shkoder — January 39°F (s. 9°C), July 77°F (25°C). Annual rainfall 57" (1,425 mm).

**Constitution and Government:** The political structure derived from the Constitution of 14th March 1946 was amended in 1950/55/60 and 1963. In December 1976 a new Constitution was adopted, by which Albania became a Socialist People's Republic. The supreme legislative body is the single-chamber People's Assembly of 250 deputies, which meets twice a year, and delegates its day-to-day functions to a Presidium composed of a Chairman, 3 deputy chairman, a secretary and 10 members. Election to the People's Assembly is by universal suffrage (at 18 every 4 years).

In the elections of 14th November 1982 a 100% turn-



especially in the oil, mining and chemical industries. It is now stated that economic policy is founded on the revolutionary principle of self-reliance'.

**Budget :** Budget figures for 1983 : Revenue, 8,800m. leks (8,200m. leks from enterprises and agricultural co-operatives); expenditure, 8,750m. leks (industry, 5,300 m leks; social, 2,300m. leks; defence, 910m. leks).

**Currency :** The monetary unit is the lek of 100 qintars. It replaced the gold franc ar) in July 1947. In August 1965 a new lek was introduced; 10 old leks = 1 new lek. There are 5,10,20 and 50 qintar coins and a 1 lek coin; notes are for 1, 3, 5, 10, 25, 50 and 100 leks. Exchange rates, February 1985; US\$ 1 = 9.33 leks; £ 1 = 9.82.

**Banking :** The Albanian State Bank was founded in 1925 with Italian aid. In 1970 savings deposits amounted to 572m. leks. In 1970 the Agricultural Bank was

set up as a credit institution for agricultural co-operatives.

**Weights and Measures :** The metric system is in force.

**Electricity :** Albania is rich in hydro-electric potential. Electric power production in 1973 was 1,603 m. kwh., of which 1,127m. was hydroelectric. Total electrification was claimed in 1970.

**Oil :** The oil industry is being rapidly expanded. Output in 1973: Crude, 2,107,000 tonnes, refined, 1,596,000 tonnes. Refining capacity in 1970 was over 1m. tonnes. Oil is produced chiefly at Qylet Stalin which pipeline connects to the port of Vlore. Natural gas is extracted.

**Minerals :** The mineral wealth of Albania is considerable but is only recently being developed. In 1971 there were 8 coal, 7 chromium (1977 output 9,000 tonnes) and 6 copper mines. Ferro-nickel ores are mined and output is increasing. In 1969 extensive coal deposits were discovered at Valias, near Tirana. There is no

bituminous coal. Salt is extracted near Vlore and bitumen mined at Selenice. Production in tonnes (1973): Chrome ore, 611,000; copper ore, 435,000; ferro-nickel ore, 384,000; brown coal, 811,000; phosphate, 110,000; nitrogenous fertilizer, 106,000; bitumen (1964), 242,000; cement (1965), 133,600.

**Agriculture :** The country for the greater part is rugged, wild and mountainous, the exceptions being along the Adriatic littoral and the Korce (Kcritza) Basin, which are fertile. In 1973 a programme of land comprised 599,000 hectares and pasture 623,000 hectares. In 1980 — 366,000 hectares were irrigated.

Land is held by the State (largely forests and non-agricultural), state farms (50 in 1982 averaging 3,000 hectares of arable land) and co-operatives (500 in 1983 averaging 1,100 hectares). Co-operatives are divided into 'advanced' and ordinary'. There is a pension scheme for collective farmers. In 1982 there were 31 machine and tractor stations. Tractors in 1980 numbered 17,300 (in 15 h.p. units).

The yield of the main crops in 1981 was (in 1,000 tonnes): Wheat, 510; sugar-beet, 270; maize, 250; potatoes, 140; fruit, 132; grapes, 62; oats, 30; sorghum, 30; cotton, 26; barley, 25; sunflower seeds, 25; wine 23; rice, 17; beans 16; tobacco, 15.

**Livestock, 1983 :** Cattle, 600,000; sheep, 1.2m; goats, 700,000; pigs, 200,000; horses and mules, 65,000; poultry, 5m.

**Forestry :** 47% of the territory of Albania is forest land, of which 38% is oak forest, 26% elm and 18% pine and birch. Timber reserves reached 44.5m. cu. metres. In 1967 forests covered 1,242,100 hectares; 6,784 hectares were afforested, 10,000 hectares improved in 1967.

**Fisheries :** The catch in 1964 was 3,600 tonnes.

**Industry :** All industry is nationalized down to the smallest workshop. Output is small, and the principal industries are agricultural product processing, textiles, oil products and cement. Chemical and engineering industries are being built up. The metallurgical combine at Elbasan is being extended.

**Labour :** In 1973, 462,900 persons worked in the socialist sector of the national economy, of whom 34.7% were employed in industry. In 1976, 46% of wage-earners were women.

Minimum wages may not fall below one-third of maximum. A new labour code was introduced in 1980 normalizing an 8-hour day and 6-day week and 12 days yearly paid holiday. Retirement age is 60 for men and 55 for women.

**Commerce :** There are 1981-85 trade agreements with Bulgaria, Czechoslovakia, North Korea, Poland.

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Vietnam and Yugoslavia; and Albania also trades with Italy, France, Czechoslovakia and India. The establishment of joint companies with, and the acceptance of credits from, capitalist firms is forbidden by the constitution.

Exports which in 1983 were (estimate) US \$ 500m. included crude oil, bitumen, chrome, nickel, copper, tobacco, fruit and vegetables.

**Roads :** There were in 1960, 3,100 km. of roads suitable for motor traffic. The mountain districts of the north are still mostly inaccessible for wheeled vehicles, and communications are still by means of pack ponies or donkeys. Registered motor vehicles in 1960; Cars, 1,900; lorries and buses, 3,400. Road traffic carried 8.6m. passengers in 1970; goods carried, 64m. tonnes.

**Railways.:** Total length, in 1983 was 253 km. They comprise the lines Durres-Tirana, Durres-Kavaje-Pegine-Elbasan, Vlore-Memaliaj, Vlore-Milot, Perrenjas-Pogradec, Durres-Tirana-Shkoder,

In 1981 the Lac-Shkoder section of the Tirana-Shkoder line opened. In April 1982 Albania and Yugoslavia signed an agreement for the construction of a line from Shkoder to Titegrad and an extension of the main line from Fier to Vlore is also under construction. Goods carried in 1970 amounted to 2,324,000 tonnes, passengers (1971) 6.4m.

**Aviation :** There are regular scheduled flights from Tirana (Rinas Airport) to Belgrade, Bucharest, Budapest and East Berlin. Olympic Airways operate a weekly flight from Athens to Tirana.

**Shipping :** The ports are Shengjin, Durres, Vlore and Sarande, 567,000 tonnes of freight were carried in 1970. A ferry service from Trieste to Durres opened in November 1983.

**Post and Broadcasting :** Number of post and telegraph offices (1970), 292; telephones (1963), 10,150. There are 17 broadcasting stations, including Tirana and Korce,

Radio Tirana operates a foreign service in 18 languages. Radio receiving sets (1978) 200,000; television sets, 5,000. Regular television broadcasting began in 1971.

**Religion :** Albania is constitutionally an atheist state. In 1967 the Government closed all mosques and churches. The population has been mainly Moslem.

**Education :** Primary education is free and compulsory in 8-year schools from 7 to 15 years. Secondary education is available in 12-year (general), / technical-professional or lower vocational schools. Periods of productive work and military service are intermingled with fulltime education. There were, in 1979-80, 2,541 kindergartens with 83,697 pupils and 3,920 teachers and in 1973-74 — 1,470 primary schools with 569,600 pupils and 22,686 teachers 39 secondary schools with 32,900 pupils; 116 technical-professional schools with 69,700 pupils (the last two categories had 3,990 teachers taken together); and (in 1969-70) 36 institutes of higher education with 36,525 students and 941 teachers, including a university in Tirana (founded 1957), a polytechnic, and agricultural college, a medical school, 5 teachers' training colleges and an institute of science. In 1969-70 there were 382 and 12,783 full-time students at Tirana University. An Albanian Academy was founded in 1973.

For further details contact :  
AGROEXPORT (State Enterprise Handling Foreign Trade), Rruga 4 Shkruti 6, Tirana.  
ALBIMPORT (State Commercial Firm Handling the Import of Goods), Rruga 4 Shkruti 6, Tirana.  
EXPORTALB (Albanian Firm Handling Foreign Trade), Rruga 4 Shkruti 6, Tirana.  
The Chamber of Commerce of the Albania Peoples Republic, Rruga Kongresi Permetit 202, Tirana.

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# INTERNATIONAL TRADE NEWS & NOTES

## ASIAN ECONOMIC PROGRESS

In the past 10 years, Asia's economic progress has been nothing short of miraculous.

Japan has seized technological superiority and dominance over many of the world's most important industries. China has reawakened, unleashing its entrepreneurs and rekindling foreigners' hopes of tapping the world's biggest potential market. And Asia's so-called four tigers — South Korea, Singapore, Hong Kong and Taiwan — have charged after Japan's lead into rapid export-led growth.

But in the decade to come, the region may have to settle for something less spectacular, according to the Asian Wall Street journal. Interviews with Asian and Western diplomats, economists and political analysts reveal a widespread perception that Asia's nations will face serious difficulties, during the next 10 years, as they adjust to external changes in the world economy and to expected political crises at home.

Some of that pessimism may simply be knee-jerk doomsaying. Many experts forecasted major trouble ahead for Asian economies during the 1973 and 1979 world oil shocks, which, in fact caused only fleeting damage. And rising standards of living usually translate into lower rates of annual growth, even for healthy economies.

Nonetheless, there is near consensus that Asia's recent gains will be threatened in the coming decade. Far and away, the biggest danger, the experts agree, would be a mishandling of the process

of political transition. Within 10 years, several entrenched leaders are likely to have been replaced — among them, China's Deng Xiaoping, South Korea's Chun Doo Hwan, Indonesia's Suharto, Singapore's Lee Kuan Yew and Taiwan's Chian Ching-Kuo.

Besides political succession, the region faces other unprecedented challenges to its economic success. Japan's fate depends on how it adjusts to a stronger Yen, declining exports and increased competition from other Asian countries. In China, Deng is trying to overhaul his country in one of history's biggest economic experiments. And Asia's industrialising nations will be forced to try to accommodate growing democratic aspirations with continuing economic development.

Asia's growth may remain impressive, but it is likely to be subdued, compared with recent gains. The economic boom of the past two decades, according to Kent Calder of Princeton University, has resulted from several factors that are not likely to be repeated. Among them: the rapid opening of the international economic system, which readily accommodated Asian participation — the stimulative effects of the U.S. war efforts in Vietnam and Korea — and China's move toward rapid economic liberalisation.

The shrinking U.S. market poses a major threat to future growth. For years, the region's vibrant expansion has been spurred by exports, mostly to a U.S. market that, despite talk of a protectionist backlash, has seemed insati-

able. In 1975, U.S. bilateral trade with east and South East Asia totalled \$42 billion. By last year, it had grown to about \$200 billion.

But there are strong reasons to doubt that the U.S. will continue to be such a ready outlet for Asian products. Protectionism, gaping trade deficits, the weakened dollar and the predicted declining purchasing power of the American consumer all are likely to slow Asia's export drive during the coming decade.

The immediate problem is that no other market — not Japan, not the European Community (EC) and not the emerging economies of India and China — can pick up the slack from the U.S. and it will take many years for most Asian nations to reach anything approaching double-digit growth, by relying on their domestic economies alone.

Fear of declining exports has helped revive talk of forming a EC style economic grouping among southeast Asian nations. Last week,

the Philippines proposed setting up such a common market which, among other things, gradually would eliminate tariffs among the six members of the association of south east Asian nations: Malaysia, Singapore, Thailand, the Philippines, Brunei and Indonesia.

Many Asian analysts expect that such a bloc will evolve, though few favour it. Such a grouping, critics say would protect inefficient producers in the region. "It would be a mistake if ASEAN tries to solve its economic problems by becoming more of a bloc", says Hall Hill, Australian economist and an expert on ASEAN.

Japan and China, experts agree, are the main Asian countries to watch during the next 10 years. The regions economic and political well-being depends heavily on developments in Japan and China, which are Asia's biggest economies and, potentially, its biggest markets.

## UNITED ARAB EMIRATES REDUCE PROJECT EXPENSE

The fall in oil price has had a marked effect on the UAE's economy and as a result, the three major oil producing emirates, Abu Dhabi, Dubai and Sarjah have reduced project spending sharply.

Abu Dhabi is the only emirate producing at below capacity at present and it therefore, alone in a position to increase output. In this connection, it may be mentioned that in contrast to some of its neighbours, the UAE does not have a five-year plan but instead sets annual budgets.

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# INDIAN EXPORT HIGHLIGHTS

## COFFEE

Coffee exports have risen to Rs. 99.43 crores in the first three months of the current financial year, registering an increase of 35.97 per cent over exports in the same period last year.

Coffee has been exported to the quota countries including the USA, Japan, UK, the Federal Republic of Germany, France, Canada, Switzerland and Singapore. Among the non-quota countries the Soviet Union continues to be the main buyer, with smaller quantities being exported to China, Poland, Maldives, Kuwait and Malaysia. An official release said recently.

## TOBACCO

Tobacco exports are showing an upward trend this year both in quantitative and value terms.

In the first four months (April-July) of the current financial year, export earning rose to Rs. 90.2 crores from Rs. 81.5 crores in the same period last year, recording an increase of over 18 per cent. The quantity exported was 40,342 tonnes compared with 35,665 tonnes, according to an official release.

Exports of unmanufactured tobacco (flue-cured Virginia) were of the order of 37,067 tonnes, valued at Rs. 3,952 crores, against 33,475 tonnes worth Rs. 78.55 crores in the same period last year.

Exports of manufactured tobacco (tobacco products such as chewing tobacco and bidis) as went up.

The increase was attributed partly to the success achieved in penetrating some new markets and also due to in-

creased offtake by the United Kingdom.

Exports were made to Qatar, Cyprus and Italy for the first time. Exports to Yugoslavia, a relatively new market for this item, went up. Supplies to Algeria and Egypt are due to take place later this year.

## SILK GOODS

The success of silk goods exports in the past few years has given a section of Indian exporters confidence to prepare themselves to produce and export the more expensive and sophisticated silk items. India's exports, restricted principally to coarse silk fabrics, are expected to fetch Rs. 190 crores in the current year, but they will constitute an insignificant share of the world silk market worth over Rs. 2,500 crores.

## CAMERAS

The Zimbabwe Photographic Company recently took

delivery of about 1500 35 MM cameras from an Indian manufacturing company, and second batch of 1000 cameras is expected before the end of December this year.

The cameras are being imported under a barter programme between India and Zimbabwe.

Those with flashes will cost about \$140, and those without about \$70. Comparable cameras on the market at the moment cost between \$350 and \$400, he said.

The Zimbabwe Photographic Company will also receive film rolls and quality photographic paper. The whole consignment is worth about \$167,000.

## SPICES

The export of spices, excluding cardamom, this year is about Rs. 67 crores higher so far, having increased from Rs. 39.69 crores in April-July of 1985-86, to Rs. 106.88 crores in the first four mon-

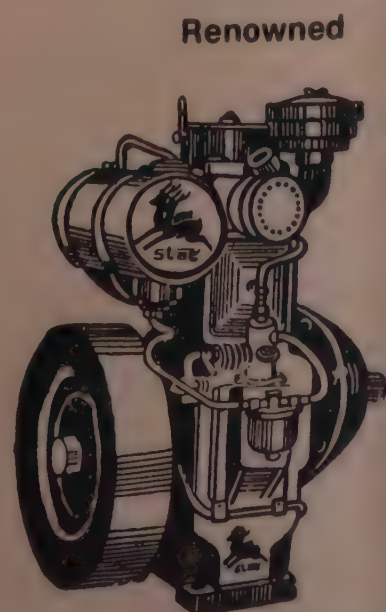
ths of the current financial year.

Exports of pepper have gone up substantially from 4,225.16 tonnes, valued at Rs. 16.61 crores, in April-July 1985-86, to 18,050 tonnes, valued at Rs. 90.25 crores up to July this year, according to an official press release here.

## IRON ORE

Export earning from iron ore and iron ore concentrates rose by 8.5 per cent in the first four months (April-July) of the current financial year. These amounted to Rs. 172.7 crores compared with Rs. 159.2 crores in the same period of 1985-86.

In terms of quantity as well, the performance was better. About 96.5 lakh tonnes were expected against 85.5 lakh tonnes in the corresponding months of 1985-86, according to a press release issued by the commerce ministry.



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Exports of iron-ore by the Minerals and Metals Trading Corporation (MMTC) during April-July, 1986, were 52.9 lakh tonnes, valued at Rs. 107.84 crores, against 48.70 lakh tonnes valued at Rs. 99.82 crores in the same period last year, an increase of 8.03 per cent.

Exports of iron-ore concentrates by the Kudremukh Iron-ore Company Ltd. rose sharply from 1.28 lakh tonnes, worth Rs. 2.60 crores in April-July 1985 to 9.22 lakh tonnes, valued at Rs. 15.32 crores in the first four months this year.

### LOBSTERS

Exports of frozen lobsters have increased substantially from Rs. 5 crores in 1981-82 to Rs. 14 crores in 1985-86.

India's major markets for lobsters are Japan and the U.S. Japan buys whole lobsters while the US needs tails only. Both markets demand adults and pay considerably higher prices for large-sized lobsters as compared to smaller ones. In Japan, the price for 300 gram size lobsters is 100 per cent more than for lobsters around 100 grams on a per kg. basis. The US pays 200 per cent more for larger size tails than for those below 160 grams whole lobsters.

### TEA

After two years of cheer from a boom in home sales and export, Indian tea has become insipid for both growers and traders. The price in the home market has dropped to an average Rs. 22 per kg. from Rs. 27 in the previous year, and Rs. 32 the year before. The price quoted in London is around Rs. 23, more than half the 1984 peak realisation of Rs. 50 per kg.

While both Sri Lanka and Kenya ship out 90 per cent of their output, India's exports aggregate one-third of the 650 million kg. annual output. Buyers abroad have become very selective and their patronage is also not all

that generous. The only notable aspect of India's tea export is the shipment of 100 million kg. (out of a total 220 million kg. exports) to the Soviet Union. Even that socialist country is no longer a reliable buyer: For the first time, USSR is believed to have bought tea from Sri Lanka.

### JEWELLERY

The export of gold jewellery, both plain and studded, is expected to get a big boost in the coming years with the decision of the Government to provide liberal incentives to gold jewellery exporters.

Export circles here think that gold jewellery exports in the current year may even cross Rs. 150 crores, against Rs. 85 crores worth of gold jewellery exported last year.

The export of gold jewellery in the first four months of the current year (April-July, 1986) accounted for Rs. 33.38 crores, against Rs. 30.22 crores achieved in the same period of the previous year.

### LEATHER GOODS

According to final export figures for 1985-86, leather product exports at Rs. 325.24 crores accounted for 49 per cent of the total leather exports of Rs. 662.51 crores achieved during the year, compared to Rs. 227.06 crores or 38.82 per cent of the total exports of Rs. 584.75 crores in 1984-85.

Despite the increase of Rs. 88 crores in export earnings and fulfillment of the official target of Rs. 325 crores set for the year, leather product exports failed to meet the target in terms of percentage share which was fixed at 53.71 per cent. This was because the export of footwear components at Rs. 190.35 crores was Rs. 20 crores less than the official target of Rs. 210 crores exports.

On the whole, the year 1985-86 was another year of good performance in value terms. The actual total ex-

ports of Rs. 662.51 crores have exceeded the target of Rs. 605 crores by 109.51 per cent. While leather goods export at Rs. 83.42 crores represented an increase of 127.33 per cent over the target, the leather footwear and footwear component exports at Rs. 33 crores and Rs. 190.35 crores recorded a percentage achievement of 94.37 and 90.64 per cent respectively.

A disturbing trend was that while the finished leather exports at Rs. 288.20 crores reflected an increase of 131 per cent over the target of Rs. 220 crores fixed for the sector there was decline both in terms of quantity and value compared to levels of achievements during 1984-85.

Exports of finished leather totalled 1730.55 million (sq. DCM) against 2157.35 million (sq. DCM) reflecting an overall drop of 20 per cent and a decline ranging from ten to 45 per cent in individual categories, except for cow calf skins which has recorded a smart increase of 31 per cent. In terms of value the overall decline was seven per cent over the last year.

### JUTE

Export of jute goods is showing a rising trend in the current year, with signs that Indian jute carpet backing cloth, an important item in this sector, may regain its position in the international market, according to an official release.

During April-June of the current year export contracts registered with the jute commissioner, Government of India, were for 8.37 lakh tonnes. During the corresponding period of 1985, exports had amounted to 6.48 lakh tonnes.

On account of intense competition from synthetics and other producing countries, jute exports had suffered a setback over the years. However, trends in the first quarter indicate that exports have started picking up.

Carpet backing cloth export had been at a low level in 1985-86 and except the National Jute Manufacturers Corporation (NJMC), most of the private mills had stopped production of this item. The outlook for jute carpet backing, which is used entirely for exports, has changed dramatically since the beginning of this year. While the export registration for the whole of 1985 was only 21,500 tonnes, this has increased during the first five months of the current year alone to reach a record level of 21,800 tonnes.

### CHEMICALS & ALLIED PRODUCTS

The Government expects exports of chemicals and related products to touch Rs. 1003 crores in the current financial year. This is a result of the emergence of this sector as an important area of non-traditional exports.

According to the official release, total exports in the chemicals sector during 1985-86 stood at Rs. 868.26 crores against Rs. 806 crores in 1984-85. The export target for the year was Rs. 869 crores. With the inclusion of some additional exports, effected through minor ports and land routes, the target set for the year was almost fully achieved.

During the first four months of the current financial year four months of the up year upto July, total exports of chemicals and related products are estimated at Rs. 232.32 crores which is Rs. 10 crores higher than exports of Rs. 212.14 during April-July, 1985.

The main items of exports are basic drugs, finished formulations such as antibiotic preparations, proprietary and patent medicines and ayurvedic medicines, quinine and its derivatives, medical castor oil, glass and ceramics, wood and wood products, rubber products and several plastic items.



# COMPANY NEWS & NOTES

## GUJARAT ALKALIES & CHEMICALS LTD.

Gujarat Alkalies and Chemicals Ltd. has exported 40 tonnes of sodium cyanide to Australia for the first time. The chemical in Australia is mainly for use in gold mines.

GACL has an ambitious programme of exporting sodium cyanide regularly to Australia, Africa and other countries, according to a company press release. This company produces around 1400 tonnes of sodium cyanide per year.

## H.M.T.

Algeria has agreed to consider award of contracts to India for industrial products amounting to Rs. 200 crores to come up in that country.

The projects will cover consultancy in cement, railway track renewal, blanket factory and technical assistance for projects to be undertaken by the state-owned Hindustan Machine Tools (HMT) in the machine tools sector.

## INDIAN FINE BLANK LIMITED

Indian Fine Blank Limited (IFBL) will be transferring fine blanking technology to an associate company of the Hyundai Corporation of South Korea.

IFBL has successfully absorbed fine blanking technology from its Swiss technical and financial collaborator, Heinrich Schmid Limited. Exports account for 60 per cent of the company's turnover — its overseas clients being mostly in West Germany, Switzerland, Singapore and the U.S.

## DR. BECK & CO.

Dr. Beck and Co. (India) Ltd., Pune manufacturers of synthetic insulating material, have bagged an order worth Rs. 1.6 crores to supply one of their insulating materials, Terebec H526, to the Soviet Union. The product was developed at the company's R & D centre at Pune.

The Soviet electrical industry has been using material supplied by Beck for over two decades now. Terebec H 526 was subjected to rigorous tests prior to the placing of the order, and found adequate for Soviet requirements.

## I.A.E.C.

IAEC (India) Limited has exported the first fluidised bed combustion (FBC) boiler to a textile mill in Vietnam. Manufactured under licence from Combustion Systems Ltd, UK, the boiler, valued at Rs. 45 lakhs, includes a feed water treatment plant. The FBC technology provides efficient combustion with low grade and high ash content coal, solid bio-mass fuels as well as liquid and gaseous fuels.

## MASCHINENFABRIK POLYGRAPH (INDIA) LTD.

Maschinenfabrik Polygraph (India) Limited bagged an order of Rs. 17 million for its web offset machines displayed at the printing machinery fair at Drupa. According to a company spokesman, printers in Europe and the USA were impressed with India's engineering standards.

## THIRUMALAI CHEMICALS

A Tamil Nadu Company.

Thirumalai Chemicals Rani-pet, has achieved a breakthrough on the export front by bagging an order for phthalic anhydride (PTA) against global competition.

PTA is a petrochemical feedstock for plastics, dyes pigments and paints. Thirumalai Chemicals which has been producing PTA since 1974 has in its kitty orders for over 4,500 tonnes made to Taiwan, Japan and Pakistan by next month. This is the first time that PTA is being exported from India.

## PROCESSOR SYSTEMS INDIA (PSI)

Processor Systems India (PSI) has exported the single largest consignment of Indian-made computers to Japan on 23 July. Software Consultants Corporation (SCC) Tokyo, Japan, had ordered the equipment, which includes three MC 68020 based host systems and 90 colour graphic workstations.

This consignment concluded a two-year contract between PSI and SCC, and earned India a net foreign exchange of more than US \$ 500,000.

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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## CHINA, PEOPLE'S REPUBLIC OF

**CHEMTEC CHINA** — Beijing — November 17-23, 1986. Engineering & Specialty Chemicals. For details contact : SHK International Services Ltd., 3/F Prince Rupert House, 64, Queen Street, London, EC4R 1AD, U.K. Tel : 01-236-2399.

**TOOLS, INSTRUMENTS, HARDWARE** — Beijing — December 9-11, 1986. For details contact : Expovisie, De Bosporus 35, 1183 GE Amstelveen, Holland.

## INDONESIA

**WOODWORKING INDONESIA** — Jakarta — October 21-25, 1986. Forestry, Timber Proc'g & Wood'g Exhibition. For details contact: Overseas Exhibition Services Ltd., 11, Manchester Square, London, W1M 5AB, U. K. Tel: 01-486-1951.

## IVORY COAST

**AGRICULTURAL & INDUSTRY EXPO** — Abidjan — October 20-24, 1986. For further details contact : Fairs & Exhibitions Ltd., 51, Doughty Street, Gray's Inn, London, WC1N 2LB, U. K. Tel : 01-831-8981.

## MALAYSIA

**LOGAM** — Kuala Lumpur — November 28 December 1, 1986. Hardware, Tools & Engineering Equipment Exhibition. For further details contact : Atec Management (s) Pte. Ltd., Fortune Centre, Suite 13-05, 190 Middle Road, Singapore 0718. Tlx : RS. 29299 ATEC.

## PHILIPPINES

**GIFTS, TOYS AND HOUSEWARES** — Manila

— October 20-27, 1986. For further details contact : Philippine International Convention Center, CCP Complex, Roxas Blvd., Manila, Philippines.

**FASHION FAIR** — Manila — November 4-9, 1986. For further details contact : Philippine Center for Int. Trade & Exhibitions, P.O. Box 598, Manila, Philippines.

**SPECIAL MARKET SHOWCASE ON PHILIPPINE TEXTILES** — Manila — November 10-16, 1986. For further details contact : Philippine Trade Exhibition Center, CCP Complex, Roxas Blvd., Manila, Philippines.

**SAFETY & SECURITY EXHIBITION** — Manila — November 18-23, 1986. For further details please contact : Philippine Center for Int. Trade & Exhibitions, P.O. Box 598, Manila, Philippines.

## RWANDA

**TEXTILES & LEATHER IND. CONF. & EXHIB.** — Kigali — October 3-10, 1986. For further information please contact : World Conferences & Exhib. Centre, Airlines House, 3, Kimathi Avenue, Kampala, Uganda.

## THAILAND

**OFFICE, INT. OFFICE EQUIP'T, FURNITURE & STATIONERY EXHIBITION** — Bangkok — November 1-5, 1986. For further details please contact : Interfama, TransEx House, 87 Beddington Lane, Croydon, Surrey CRO 4TD, U.K.

**OFFICE '86 COMPUTERS, OFFICE EQUIPMENT, FURNITURE, STATION-**

**ERY** — Bangkok — November 8-12, 1986. For further details please contact : Thailand Exhibitions & Management Co. Ltd., Kiatnakin Building, 78, Bush Lane, New Road, Bangkok 10500, Thailand.

**LEATHER ASIA '86** — Bangkok — November 27-30, 1986 — For further details please contact : Trade Exhibition Services Co. Ltd., Kiatnakin Building, 78 Bush Lane, New Road, Bangkok 10500. Thailand.

## TURKEY

**ARMAGAN '86** — Istanbul — November 5-9, 1986. 6th Handicraft and Giftware Fair. For further information please contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague, Netherlands. Tel : 070-462683.

**TOY '86** — Istanbul — November 5-9, 1986. 3rd Int'l Toy Fair. For further details please contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague, Netherlands. Tel : 070-462683.

**PRESTIGE '86** — Istanbul — November 5-9, 1986. 2nd Int'l Watch, Jewellery and Prestigious Items Fair. For further details please contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS, The Hague, Netherlands. 070-462683.

**COSMETICS '86** — Istanbul — November 5-9-1986. 1st Int'l Cosmetics, Perfumery and Beauty Care Fair. For further details please contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague, Netherlands. Tel : 070-462683.

## YUGOSLAVIA

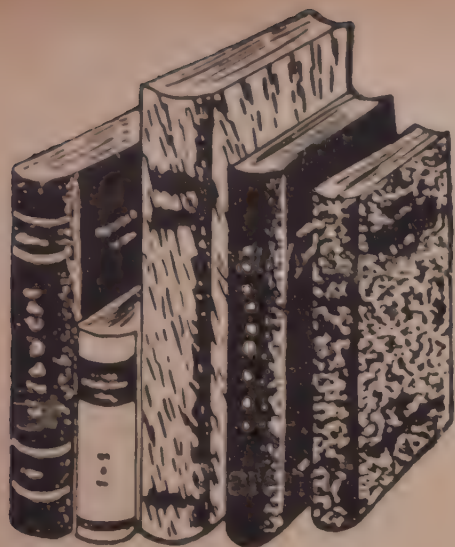
**INTERBIRO** — Zagreb — October 13-17, 1986. Office Equip't Exhibition. For further information please contact : Overseas Trade Show Agencies Ltd., 11, Manchester Square, London, W1M 5AB, U.K. Tel : 01-486-1951.

**SYNTHETIC MATERIALS & RUBBER FAIR** — Sarajevo — November 3-7, 1986. For further details please contact : Sarajevo Sam, P.O. Box 203, 71001 Sarajevo.

**DAYS OF TOURISM EXHIBITION** — Zagreb — November 3-9-1986. For further details please contact: Overseas Trade Show Agencies Ltd., 11, Manchester Square, London W1M 5AB, U.K. Tel : 01-486-1951.

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# BOOK REVIEWS

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The comprehensive directory of the European export industry under 9,000 article headings this international directory lists a total of around 420,000 addresses of export firms in 32 European countries.

For any enterprising firm keen on extending its activities beyond the frontiers of its own country. ABC Europ production opens up a potential market of over 700 million people.

Under the various article headings, given in five languages, the export firms are listed in alphabetical order of countries, within these in alphabetical order of towns and then in alphabetical order of firm names. Very comprehensive indices in German, English, French, Spanish and Italian provide rapid reference to producers in the whole of Europe; their production programmes are listed in a variety of languages. This all-embracing directory represents Europe's industry in all countries of the world and provides a link between supply and demand inside and outside Europe.

The European export programme is compiled clearly in two compact volumes. They represent a range of national reference books and offer the user maximum expense.

When buying or selling in Europe, this work is invaluable, because it presents the industry of the following 32 countries :- Albania, Austria, Belgium, Bulgaria, Cyprus, Czechoslovakia, Denmark, Federal Republic of Germany, Finland, France, German Democratic Republic, Gibraltar, Great Britain and Northern Ireland, Greece, Hungary, Iceland, Ireland, Liechtenstein, Luxemburg, Malta, Netherlands, Norway, Poland, Portugal, Rumania, Spain, Sweden, Switzerland, Turkey, USSR and Yugoslavia.

**MAJOR COMPANIES OF THE ARAB WORLD 1986** published by Graham & Trotman Ltd., Sterling House, 66 Wilton Road, London SW1V IDE. No. of Pages 1,000. Price : Soft Cover £124.00 | Hard Cover £139.00.

Since there is a dearth of reliable trade directories covering Middle East countries, the new and much extended edition of 'Major Companies of the Arab World' becomes especially valuable as a reference book.

"It is a relief to turn to the pages of 'Major Companies of the Arab World'. All the companies have submitted entry data without payment, the hallmark of the reputable book. The layout is clear, the information, accurate".

The directory lists over 5,590 top companies, over

15,000 directors and top executives listed by job function, 72 Business Activity categories, Index Glossary in English, French, German and Arabic and 3 Separate Indices.

And 20 Arab countries are covered : Algeria, Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Mauritania, Morocco, Oman, Qatar, Saudi Arabia, Somalia, Sudan, Syria, Tunisia, United Arab Emirates (Abu Dhabi, Dubai, Sharjah, Ras al Khaimah, Ajman, Umm al Quwain, Fujairah), North Yemen (Arab Republic), South Yemen (People's Democratic Republic).

**EXPORT MARKETING & PROCEDURES** published by G. V. Punwani, B. E. Mech., Management Consultant, 64, Shangrilla, 6th Floor, Near Colaba South Post Office, Bombay 400 005. Pages 84. Price Rs. 50.00.

The object of writing this book is to give export executives a broad picture of the practical aspects of export marketing and procedures.

Various aspects of Exporting are briefly touched upon with a view to enable large number of Indians engaged in Export Trade to quickly grasp the subject; take immediate firm steps to enter into Export Business, and with systematic consistent approach, make a success of it.

The function of Marketing is to discover new markets;

maintain old markets for the product/produce or the services rendered by an organisation Profitably. To achieve the object, one has to do the process of Market Research; Management training; Sales Promotion; Selling efforts; Transportation; Documentation as well as foreign travel.

The chapters in this useful book include : General ideas in Export Trade; Things an Exporter should know; Useful informations about Packing & Packaging, selecting an Export Market; Costing & Pricing; Commercial Arbitration & Safe Guards in Export Contracts; Exchange Control; Customs Procedures; Export Inspection; Agency Agreements; Registering Authorities and steps for Entering into Export Business; etc.

**CMAI 16TH NATIONAL GARMENT FAIR GUIDE 1986** published by The Clothing Manufacturers Association of India, 902 Mahalaxmi Chambers, 22, Bhulabhai Desai Road, Bombay 400 026. 200 pages. Price Rs. 30.00.

This neatly printed (on art-paper) and bound (spiral) guide carries information on all the participants of the fair which took place August 2-4, 1986. Details include name address, names of partners, directors, tel. No. telex, telegraphic address, items manufactured, brand names, bankers and other important information.



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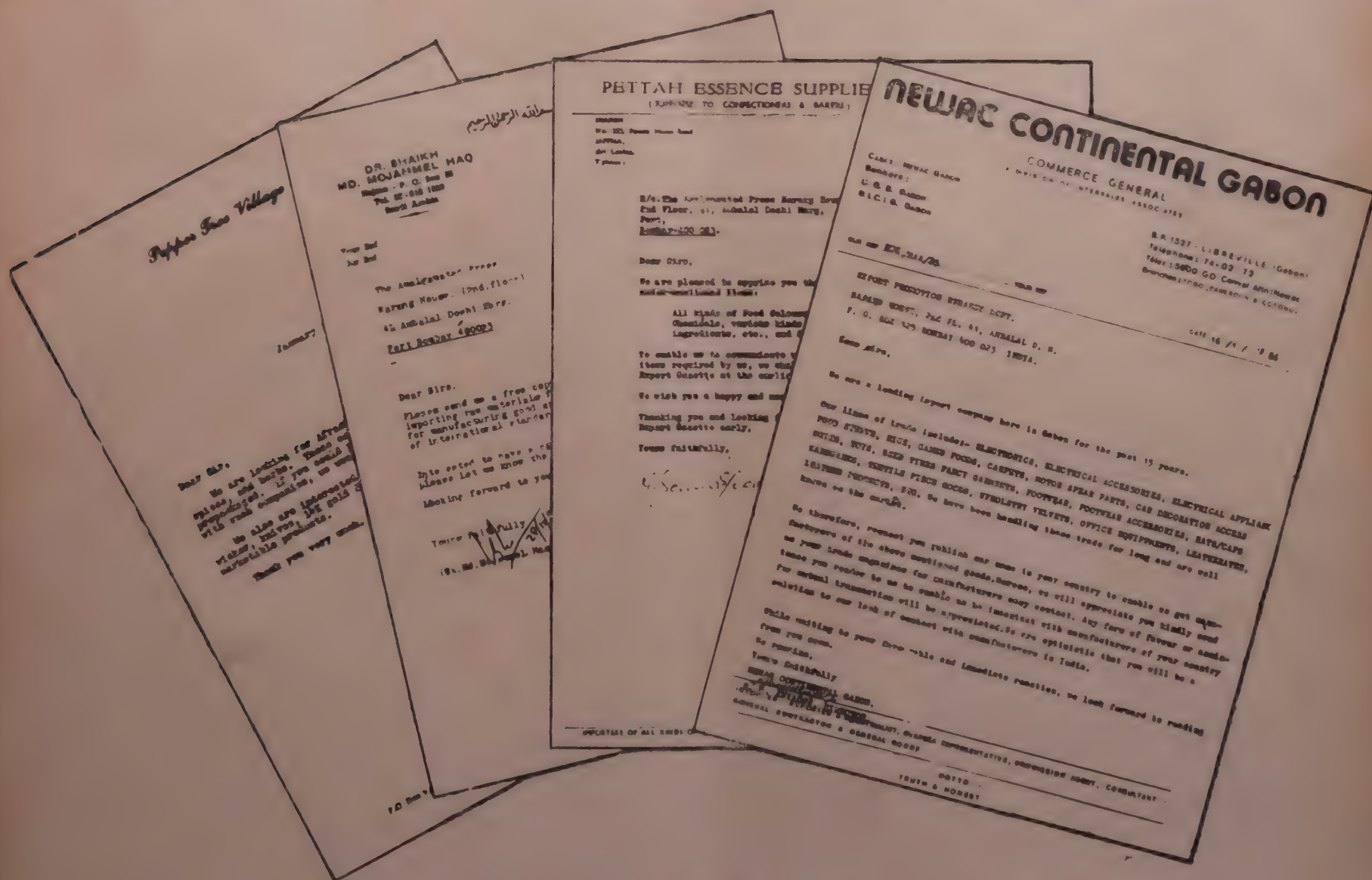
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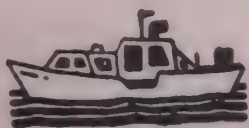




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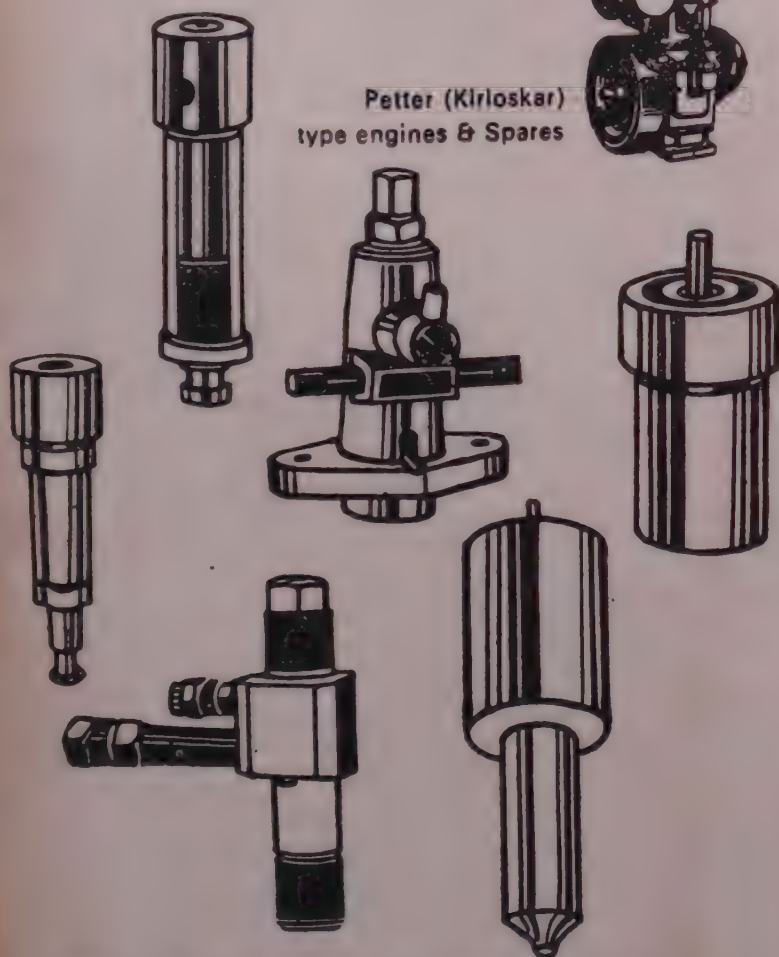
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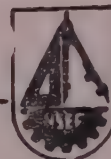
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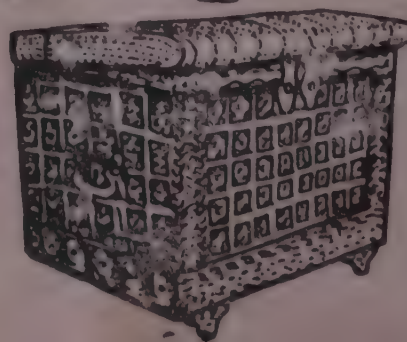
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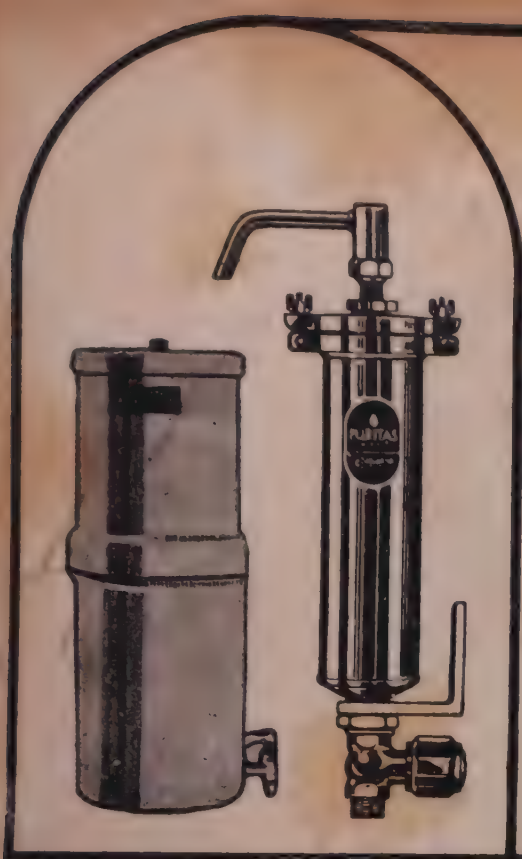


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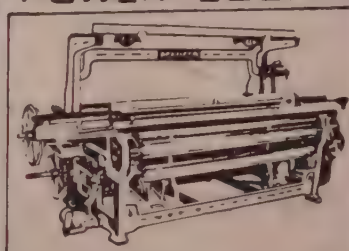


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PHONE: 286-1962 CABLE: AMAST. BOMBAY TELEX: 011-6052 RANG-IN



**Bombay 400 023. Tel. : Off : 253937/290187. Telex No. 011-5266 MUHI. Cable : BURAQ. Manufacturers and Exporters of renowned "STAG BRAND" Diesel Oil Engines, Centrifugal Pumps and Spare Parts. (C)**

**V. M. Products, Manufacturers & Exporters and Winner of Gold Medal for Excellent Export Performance 100% Export Oriented Unit manufacturing Diesel Engines 6-16 H.P. and Replacement Parts for Lister, Petter, Ruston, M. A. N. Deutz, Cummins. Specialist Cy. Liner, Piston Rings, Valves, Gaskets, Bearings. Export Division : 25/27, Dr. V. B. Gandhi Marg, Post Box No. 1261, Bombay 400 023. Gram: Enliner. Phone : 222520. Res : 5124589. Factory : Gondal Road, Rajkot 360 002. See Advt.**

**Electrical and Electronic Goods**

**INDIA**

**Choksons Private Ltd., Saki Vihar Road, P.B. No.**

**.8943, Powai, Bombay 400-072, Manufacturers and Exporters of electrical switches with pure silver contact-tips for the best durability, off-white universal colour, ivory smooth feel and finish. Heavily strong, sturdy and tough. And not only switches, but the whole range, socket outlets, power plugs, ceiling roses, wiring boxes. (D)**

**Indian Engineering Co., P.O. Box 16551, Worli, Bombay 400 018. Manufacturers & Exporters of Switches : Largest range designed to International Standards of Quality & Reliability. Toggle-Push Button-Rotary-Micro-Centrifugal-Foot-Rocker Slide-Limit Master Control-Cord-Proximity and other switches for Electrical and Electronic & Auto industries. (D)**

**Electroplating Materials & Plants**

**INDIA**

**Mathuradas Bros. & Co. 76, Dr. Baba Sahab Jaikar**

## IMPORT OPPORTUNITIES

**Canadian Exporters seeking holders of valid import licenses in India for cereals, newsprint, potash and sulphur**

**Only serious Indian import enquiries Invited**



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## GLOBAL PROMOTIONS

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Ile Bigras, Quebec,  
CANADA H7Y 1G7**

**Marg (Old Thakurdwar Road), P. B. No. 2823, Bombay 400 002. Leading exporters of Electroplating & Polishing Materials, Plant & Equipments. Specialist in Turnkey Projects. (C)**

**Engineering Goods & Machinery**

**INDIA**

**Advani-Oerlikon Ltd., International Div., 809, Raheja Centre, Nariman Point, Bombay 400 021. All types of Welding Machinery, Electrodes & Products. (D)**

**Arrow Enterprises, 25, Shiv Shakti Industrial Estate, Kurla Andheri Rd., Saki Naka, Bombay 400 059. Phone : 6328757/6301240. Manufacturers of Clinch Anchors (expansion bolts) most economical fixing device which save your valuable time, cost & labour. (D)**

**Brimco Plastic Machinery Pvt. Ltd., Brimco House, 55 Government Industrial Estate, Kandivli (West), Bombay 400 067. Only BRIMCO has three "ACES" in one hand: Rafia Tape Plant, Lamination Plant and now introducing circular loom. (D)**

**Calama Group of Industries, 7, Gaiwadi Industrial Estate, S. V. Road, Goregaon (West), Bombay 400-062. Phone : 695201-02. 'CALAMA' Pumps are economical and versatile : Submersible Pump, Process Pump, Sump Pump and Pol-der Pump. (D)**

**Crescent Valves Manufacturing Co. Pvt. Ltd., 119, Bajaj Bhavan, Nariman Point, Bombay 400 021. Exporters of cast iron sluice, globe, cheek, Air Valves, Butterfly Valves, Foot Valves etc. Cast Iron Pressure Pipes & Fittings as per British standards. Cast Steel, Forged Steel, S. S. G. M. Valves of all types, C. I. Spun Pipes, Soil Pipes & Fittings, Man-hole covers, etc. (D)**

**Eagle Manufacturing Company, C-19, Ghatkopar Industrial Estate, L. B. Shas-**

**tri Marg, Bombay 400 086. Specialised in Packing Tools. (D)**

**Everest Engineers, 8, Gawkar Industrial Estate, Pan-chpakadi, Post Naupada, Thane 400 602. Tel : 502261. Gram : EVEREST. Manufacturers & Exporters of Rotary Gear & Lobe Pumps having capacities upto 100,000 litres per hour suitable for pumping of viscous fluids such as molasses, coal tar, malt, oil, petroleum products, slurries & chemicals. (D)**

**Geco Trading Corporation, 5, K. K. Mansion, 289, Nagdevi St., Bombay 400 003. Manufacturers & Exporters of Machinery. Around the world with quality products exporting more than 87% of total production. See Advt.**

**Hira Sales Corporation (India), 6, Railway Shopping Centre, Opp. Parel Central Railway Station, Parel (E) Bombay 400 012. Tel. 4402-46. Manufacturers and Exporters of Diesel Double Bhatti, Burners for Industrial Boiler, and Aluminium Identification Tags. (D)**

**Janak Manufacturing Works, Opp. Indian Oil Depot, Antop Hill, Wadala East, Bombay 400 037. Exporters of Folding Beds and other hospital furnitures. (D)**

**Oriental Machinery (1919) Pvt Ltd., 25, R. N. Mukherjee Road, Calcutta 700 001. Machines for Pharmaceutical, Confectionery, Soap, Candle etc., Wood Working, Cardboard Box, Tiles, Toys etc. Sheet Metal, Paper Pin, Gem Clip, Pottery and Bakery. (D)**

**Pioneer Engineering Co., 57, Bombay Samachar Marg, Fort, Bombay 400 023. 'Pioneer' Attrition Mills Batch or Circulation Type for paints, printing inks, plastics, dyestuffs, soft ferrites. (D)**

**Always insist for "PAN-CHAVATI" high speed Drill Machines in excellent quality. Capacity : 13 M. M. and 19 M. M. Designed for : Ac-**



curacy, Durability & Perfection. Manufactured by: Panchavati Engineering Works. Enquiries to: Shri Bhagavati Industries, 292/3/B/C Pursottam Udyognagar, Near Vadilal Ice Factory, Dudheshwer Road, Ahmedabad 380 004. Wanted Dealers all over India. Exporters' enquiries solicited. (D)

**Spencer Eng. Corporation, Gheekanta, Pitalia-Bumba, Ahmedabad 380 001. Phones: 23936, 24357. All kinds of Heavy Duty Powerlooms for Cotton, Polyester, Silk, Suiting, Shirtings. See Advt.**

**Sterling Exports (India), 33, A to Z Industrial Estate, Fergusson Road, Lower Parel, Bombay 400 013. Manufacturers & Exporters of Diesel Engines & Spare Parts, Pump Sets, Centrifugal Pumps & Spares, Automobile & Tractor Parts. Phones : 4928644, 4929466. Telex : 11-73875 SEE IN & 11 73870 JYOT IN. (C)**

**Technical Products Engineers & Manufacturers, Amar Brass Compound, 159 (O), S. G. Barve Marg, Vidya Nagari, Bombay 400 098. Manufacturers of Paste Cream Mixer for ointments, creams, pastes etc. (D)**

**Teknomatics Enterprise, Opp. Reay Road Station, Behind Ind. Oil Petrol Pump, Bombay 400 010. Tel : 872-4166. Manufacturers of D. C. Motors, Generators, Alternators for Industrial Applications. Also Machines for Technical Institutes. (D)**

**Thyron Electricals, W-107, Phase II, MIDC Industrial Estate, Manpada Road, Dombivali (East), Bombay. Manufacturers of Variable Speed Drives Users. You can save as much as 40% cost on THYRON' D. C. Motors (D)**

**United Trading Agencies (Exports), 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel.: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines Spare Parts, HA-1, TA-1,**

**31K-15, DC-1, Bag. Closer & other Machines. Also handicrafts, silk fabrics, brass articles, gift wares. (C)**

**Universal Air Systems Pvt. Ltd., B/5, Natal Estate, S. J. D'Souza Compound, Near Kamani Oil Industries, Chandivli Road, Saki Naka, Bombay 400 072. Specialised in: ID Fans, FD Fans, Centrifugal Blowers, Tube Axial Fans, Man Coolers, Exhaust Fans; Dust Collections system with Cyclone & Bag Filter, Air curtains and various types of special Impellers and above with Flame Proof Constructions. (D)**

## Food Products & Produce

### INDIA

**Anil & Company, 212, Adamji Building, 2nd Floor, 413, Narshi Natha Street, (Katha Bazar), Bombay 400-009. Tel. : 322388, 346547, 329827. Telex : 011-75375 ANIL IN. Gram : SPICE-EXIM. Exporters of Spices, Foodstuffs, Processed Foods, Canned Vegetables, Tobacco Products, Cashew Kernels, Mango Pulp|Slice. Kitchenware Appliances, Basmati Rice, Agarbatties, Black Pepper, Ginger etc. (C)**

**Bhartiya Confectioners Pvt. Ltd., Tel. 243515|2046-650, Tlx : 011-76081 SHAJ IN. Manufacturers|Exporters offers Indian Canned Sweets, Rasgulla, Gulabjamun, Chamcham, Rajbhog, Indian Savouries in easy open Vacuum Packed Litter Tin Cans and in Polythene Pouches, Cashewnuts, Peanuts, etc. (D)**

**Blow Plast Ltd., Foods Div., V.I.P. House, 88C, Old Prabhadevi Road, Bombay-400 025. Manufacturers & Exporters of Tropical Fruit Fruit bits, preserves (Mango), Pineapple, Banana, etc. Soups — Tomato, Asparagus, Mushrooms, Sweet Corn Vegetables : Fresh Peas, French Beans, Curried Vegetables, etc. (D)**

**Pankaj Exports, M. J. Building, 3rd Floor, 187 S. Gandhi Marg, Bombay 400 002. Phone: 296048|315129. Cable: PANKAJEXPO. Tlx : 011-3693 PNKJ IN. Manufacturers and Exporters of Fast Food Products: —'PANKAJ' brand Instant Puliyodarai Mix, Instant Lemon Bath Mix, Ready Biryani Mix etc. & Pappadums. (C)**

**Dunlop Tea Company, 313 315 Narsi Natha Street (Katha Bazar), 2nd Floor, Khajurwala Chambers, Bombay-400 009. Manufacturers, Exporters, Contractors of Dunlop Tea, Tea Bags, Capton Brand French Coffee, Coffee, Spices, Rice, Onion, Potatoes, Cendiments, Vegetables and Marine Products and General Suppliers. Contact : N. J. Shah, Tel. Off. : 327763. Res. : Tel : 4936395. (D)**

**Hathi Chhap Sev Utpadak, 301-A, Dhanraj Industrial Estate, Sun Mill Lane Lower Parel, Bombay 400 013. Exporters of Vermicelli. (D)**

**K. K. International, G.P.O. Box 1929, 110-112 Bazargate Street, 2nd floor, Fort, Bom-**

**bay 400 001. Phone: 269793, Gram : Bestomach, Telex : 011-3216 Gaco — In. Exporters Of Perishables — Fresh Fruits & Vegetables, Spices, Turmeric, Pulses, Pickles, Papad, Indian Foodstuff and General Items. (C)**

**K. V. S. International, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telex : 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables|fruits, onions, potatoes, garlic, processed|instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift|novelty articles. (C)**

**Laljee Godhoo & Co., 213, Samuel Street, Bombay 400-003. Cable : PRINCESS. Tel : 321379, Manufacturers and Exporters of L. G. brand compounded Asafoetida Powder. (D)**

**Paragon Exports, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN.**

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## SHARDA STORES

### Head Office :

105/06, Swadeshi Market,  
Kalbadevi Road,  
BOMBAY-400 002.  
Gram : 'CURIOUS'  
Tel. : 315608

### Branch & Export Dept. :

54, World Trade Centre,  
Cuffe Parade,  
BOMBAY-400 005.  
Tlx. : 011-6846 WTC IN/  
SHARDA-279  
Tel. : 212016/219191 Ext. 279



Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

Pasoo Anand & Sons, 4, Keshavji Naik Road, Post Box 5043, Bombay 400 009. Leading Exporters of Basmati Rice from India. (D)

Rotel International, 27/29, Vanka Maholla, Dr. M. B. Welkar Street, Bombay 400-002. Tel.: 310887/230018. Manufacturers & Exporters of 'Bharati Papad of udad, garlic, red chilli, black pepper Punjabi, jeera special. (D)

Shreenath Impex Corporation, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel.: 25-8194. Cable: 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

We manufacture varieties of 'SWAATI' brand pickles. Sweet & hot chutneys, several varieties of powdered spices, rice noodles, rice wafers etc. For export purposes. Please contact: Suruchi Pickles & Condiments, 84, Vannanthurai Street, Sastrinagar, Madras 600 020. (S)

The Wallace Flour Mills, Co. Ltd., Shivdas Champsi Marg, Honcock Bridge, Mazagaon, Bombay 400 009. Manufacturers and Exporters of Food Products. Enquiries solicited for superior quality wheat flour, semolina, pasta potato and banana wafers, gluco biscuits and cream wafer biscuits. (D)

Wanted Distributors: Manufacturers of Quality Indian Pickles and Ground Spices for over 50 years. Wish to appoint distributors in U.S.A., Canada, Europe, Middle East and Australia, New Zealand, Japan, South East Asia, etc. Interested parties please write with full details to V. P. Bedekar & Sons P. Ltd., 56, Gharpure Path, Bombay 400 004. (D)

## Furniture

### INDIA

Janak Manufacturing Works, Antop Hill, Wadala East, Bombay 400 037. Manufacturers & Exporters of New Intensive Care Bed, Patient Care Equipment and Folding Wheel Chair. (D)

### General Merchandise INDIA

Banerjee Exporters, 6, Duttaraj Building, College Road, Nasik 422 005 (India). Deal with readymade garments, leather goods, silk, costume jewellery, handicrafts, handlooms, foodstuffs, spices, fruits & vegetable, dolls, sports goods and any other commodities required on competitive price. (D)

Fargo Mantle Products Pvt. Ltd., 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

Forem Pvt. Ltd., 78-80 Rao Bahadur S. K. Bole Road, Kawli Wadi, Dadar (W), Bombay 400 028. Tel: 422-8002. Manufacturers & Exporters of tamarind powder, garlic powder, food essences & colours, air freshner/toilet spray/body spray, sambar powder/rasam powder/garam masala, & all varieties of spices. (C)

Gulf Exports, Navjivan Society Building, No. 3, 7th, Floor, Room No. 24, Lamington Road, Bombay 400 008. Phones: 378557. Telex: 76524 GFEX IN. Grams: Sweet Gulf. Exporters of Building Materials & Readymade Garments. Specialists in Man-Power Supply for overseas Employment. (C)

Hakeem Research & Marketing Private Limited, 6, Rosary Building, M. M. Chotani Road, Mahim (West), Bombay 400 016. Exporters of Indian Goods and Services, Manufacturers' Representative, Liaison Agent. See Advt.

Indian Exports, 956, Sector 41-A, Chandigarh 160-036. Exporters: Brass art ware, wood carving, Kashmir woollen gown gents/ ladies, and crewel work, silk scarves/ties, embroidery, artificial jewellery/stones, brass photography, ice cream/soft drink concentrate powders and general merchandise. (S)

Jatin & Co., Zakaria Building, 2nd Floor, 7, Sheriff Devji Street, Bombay 400-003. Tel: 328821, 328822. Resi.: 8825666/3460 Worldwide Exporters of Genuine Indian Spices, Basmati Rice, Foodstuffs, Oilcakes, Indian Handicrafts, Brass Artwares. Also best quality Indian Incense sticks, Agarbathies. (C)

Muralidharan M. Sindhu International, 233, Co-Operative Colony, Bokaro Steel City 827001, Dist. Dhanbad (Bihar). Exporters of gift items, greeting cards, stickers, sandalwood visiting cards, leather goods, scarves, mango pulp, peanut butter, spices, bicycle spares and other Indian items. Export enquiries solicited. Mail order importers can also contact. (D)

Nagda Exports, 24, Western House, 17, Sir P. M. Road, Bombay 400 001. Manufacturers & Exporters of Handloom Furnishings, Bed spreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)

Noble Trunk Factory, 335, Abdul Rehman Street, Bombay 400 003. Phone: 3296-86/343334. Telex: 11 73287 NOBLE IN. Manufacturers and Exporters of Steel Trunks exclusively as per Buyers' Specifications. (S)

Queen's International, 105, Veena Beena, 1st Floor, Opp. Bandra Station (W), Bombay 400 050. Phone: 6400128/6424956. Telex: 011-78180 CBS IN. Exporters of Imitation/Costume Jewellery and all types of beads in all shapes. Export enquiries and agency for Dimond/Precious Stones/Pearls solicited. (D)

We export readymade garments made of cotton, polyester & pure silk, scarves of cotton, viscose and pure silk, pure kolhapuri leather chappals, leather purses, wallets & belts, brass & wooden artwares, 'Krunchee' brand papads, spices, pickles & other Indian Products. Contact: R. K. International, 704 Navjivan Commercial Building No. 3, Lamington Road, Bombay 400 008 (India). Ph.: 378209/398172. (D)

Reliable Exporters since 25 years of Goma-Laca, Shellac, Woven Cotton Tapes, Black Paper, Curcuma Fingers, Transmission Beltings, Timely Shipments, Competitive Prices. Contact: The Calcutta Supply Company, GPO Box 21/1, Calcutta 700 001, India. Telex: 021-4423-CSC-IN. Cables: KANE-SUPPLY. Phones: 26-3355, 26-6154. (C)

Sureka International, 54, Podar Chambers, S. A. Brelvi Road, Bombay 400 001. Phone: 296436. Gram: DEMANDRAFT. Export: Basmati Rice, Lemon Shellac, Castor Oil, Pharmaceuticals, Spices, Marine Products, Pressure Stoves, Blow Lamps, Gas Mantles, G. I. Pipes, Cast Iron Products, Table & Ceiling Fans, Diesel Engines, Centrifugal Pumps, Bicycles and Accessories, Wirenails, Garlic. (D)

Smruti Trading Company, 14, Kolsa Cross Lane, Shirin Mansion, 2nd Floor, Pydhonie, Bombay 400 003. Tel: 321878/322786. Manufacturers, Exporters & Importers of Brass Pressure Stoves, Lanterns, Blow Lamps, Burners, Mantles & Parts thereof. (D)

Tekwani Enterprises, 104, Navnidhi Industrial Estate, Opp. Sewri Bus Depot, Acharya Dhonde Marg, Sewri, Bombay 400 015. Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwear. Cable Tekwanibag. Phones: 4121273/4131225. (C)



## Guar Gum INDIA

For Guar Gum Powder & refine Splits of High Viscosity of Superior Mesh contact Manufacturers: Amba Gums & Feeds Products, 88/3 GIDC Estate, Phase I, Near Mini Steel Vatva 382445, Ahmedabad. Phone : 876624. Gram : AMBA-VATVA. Export Inquiries Solicited. (C)

## Hacksaw Blades INDIA

Insist on "SHREE SHAK-TI" Model SS-175 Clutch & Belt type semi hydraulic Drill Machines. Contact : Manufacturers : Precimax Industries, 37, Adarsh Ind. Estate, Rakhial, Ahmedabad 380 023. Phone : 363546 C/o. 361371. Exporters' Enquiries Solicited. (D)

## Handicrafts & Handloom Products INDIA

Aloke Merchants, Vijay Compound, Ambala-Kalka Road, Old Panekula, Dist. Ambala, Haryana 134 109. Exporters of Artificial Jewellery, Indian Perfumes, Brass Artware, Handicrafts, Beautiful Handmade Dolls in various Indian costumes and Yoga Books on mind and body faculties. (S)

Chitta Kanungo, M. Fine Artist, Nageswar Tangi, Bhubaneswar 751002. Orissa, India, sells old brass, bronze, artware bowls, boxes, lamps, toys, figures of traditional contemporary value. Also folk ornaments, tribal drums, pipers, chimbals. Write for snaps/samples/drawings. (C)

Eastern Exports, F/19 Everest, Tardeo, Bombay 400-034. Phone : 897885. Cable: 'EASTGAIN' Tlx. : 011-4686 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc. thousands of varieties & Combinations. Importers & Agents Wanted. (C)

Exim International, Post Box 1587, Delhi 110 006. Export: Brass Artware, Brass Animals, Figures, Taxi Horn, Fancy Lights, Embossed Planters, Centre Tables, Wood Carvings & Elephants, Papier Machie, Soapstone Boxes, Zari & Jute Fashionable Bags, Carpets, Durries and Imitation Jewellery Etc. (C)

'I.E', D-87/NE Block, Khyala, Vishnu Garden, New Delhi 110 018. Export : Indian Handicrafts, Leather Goods, Silk, Dresses in extra-fine quality at low reasonable prices. Mail order Importers may advantageously contact by sending U.S. \$ (or equivalent) for complete details plus a free gifts' Scheme add U.S. \$ 15 (or equivalent) for a kit of samples. (C)

Indian Handicrafts & Curios, 14, Amarpali, Juhu Vile Parle Scheme, V. M. Road, Next to Hotel Dimple Bombay 400 049. Phone : 574786. Manufacturers & Exporters of brass artware, antique reproductions paintings on cloth, ivory, paper miniatures, jewellery: ivory—silver — precious stones, wood-carvings, stone-carvings, old clocks, gramophones. (C)

International Export Corporation, 27, Ramanathan

Road, Alagappa Nagar, Kilpauk, Madras 600 010. Exporters : Dealing in Silver Jewellery, Imitation Jewellery, Handicrafts and Softwares. We will be glad to supply any other items you wish at lowest price. (C)

K. K. International, 259-D, Ripudaman Pura, Nabha 147201, Distt. Patiala (Pb.). Wanted agents and customers for exporting rare and standard handicrafts especially embroidered shoes, bags and dupattas, silk scarves, dolls, metal artware and hosiery items also available. (S)

Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel. : 257250. Grams : "Pushpjiwan". Manufacturers/Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewellery, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel. : 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

## Indenting Agents INDIA

Anil Corporation, 65 Tam-bakanta, Bombay 400 003. India. Tel. : 349516. Telex : C/o. 4803 KBC IN. Indenting Agents — All types of scrap waste & finish material in paper, plastic, pulp, fibre, ferrous/non-ferrous metal, steel, yarn, wires/cables, laminated metalised film, dyes/chemicals, electronic components, computers, insulation materials, canned/fresh fruit vegetable, rice, cattle-feed, woodlogs, granite. (C)

## Jewellery & Gems HONG KONG

Artland Products Trading Corporation, G.P.O. Box 10720. Manufacturers & Exporters of Imitation Jewellery — Earrings, Necklaces, Bracelets, Pendants and Key Chains. (C)

## INDIA

Brilliant Industries, 228, Adhyaru Industrial Estate, Sun Mill Compound, Lower Parel, Bombay 400 013. Manufacturers & Exporters of glass beads, glass chatons, plastic beads, plastic pearl beads & imitation jewellery items. (D)

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D. Navinchandra & Co., 212, Prasad Chambers, Opera House, Bombay 400 004. Tel: 384165/360437/361199. Diamond Merchants Manufacturers, Importers & Exporters. (E)

Diamond India Corporation, 307 & 322 Panchratna, Opera House, Bombay 400-004. Phone: 353676-357280. Exporters of Diamond. (E)

Indiamco, 601, Panchratna, M. Parmanand Marg, Bombay-400 004. Tel: 359-653/54/55. Manufacturers, Importers & Exporters of Diamonds. (E)

Janam, 512-A, Panchratna, 5th Floor, Mama Parmanand Marg, Bombay 400 004. Diamond Importers, Manufacturers and Exporters. (E)

Kanubhai B. Shah & Co., 903, Panchratna, Mama Parmanand Marg, Bombay 400-004. Tel: 361693-357829. Diamond Exporters, Importers & Manufacturers. (E)

Kirtilal Manilal Mehta, Diamond House, 9, Vatcha-Gandhi Road, Gamdevi, Bombay 400 007. Manufacturers and Dealers in Rough, Polished Diamonds and Precious Stones. (E)

London Star Diamond Company (India) Pvt. Ltd., 1610/11, Prasad Chambers, Near Roxy Cinema, Opera House, Bombay 400 004. Tel: 384077/384322. Importers, Manufacturers & Exporters of Diamonds. (E)

Manish Manufacturers, 80, Alarkha Ibrahim Patel Marg (Banian Street), Bombay 400-003. Phone: 8519003. Cable: Manjewal. Manufacturers, Exporters and wholesale Dealers in Imitation Jewellery. Specialist in Bangles and Anklets. (D)

Mohanlal Raichand & Sons, Mehta Bhavan, 5th Floor, 311, New Charni Rd., Bombay 400 004. Tel: 3828-38/386279/350465. Diamond Merchants, Exporters, Importers: Rough Diamonds. (E)

Muchhala N. V., 35, Bazargate Street, Fort, Bombay-400 001. Manufacturers & Exporters of precious &

semi-precious stones & jewellery. (D)

Navin Gems, 1703, Panchratna, Opera House, Bombay 400 004. Diamond Merchants, Manufacturers, Exporters & Importers. (E)

Precious Metal Castings, Udyog Bhavan, 250-D, Worli, Bombay 400 025. Tel: 4222345 | 4228254 | 4227044. Manufacturers of Modern real jewellery: Finger Rings, Bangles, Pendants and Charms. (D)

Purvi Diamonds, 535 Panchratna, Opera House, Bombay 400 004. Phone: 3807-06/360305. Diamond Manufacturers, Exporters & Importers. (E)

R. Mehta & Co., 536, Panchratna, Mama Parmanand Marg, Opera House, Bombay 400 004. Tel: 356799/354196. Diamond Manufacturers, Exporters and Importers. (E)

Rajnikant Parikh & Company, 608, Prasad Chambers, Near Roxy Cinema, Bombay 400 004. Tel: 385716/366951. Diamond Exporters & Importers. (E)

Revashankar & Co., 307, Pancharatna, Opera House, Bombay 400 004. Tel: 35-3676-357280. Exporters of Diamonds & Precious Stones. (E)

S. Rasiklal & Co., 1904 Panchratna, Opera House, Bombay 400 004. Tel: 3697-97/356677. Diamond Merchants & Manufacturers, Importers and Exporters. (E)

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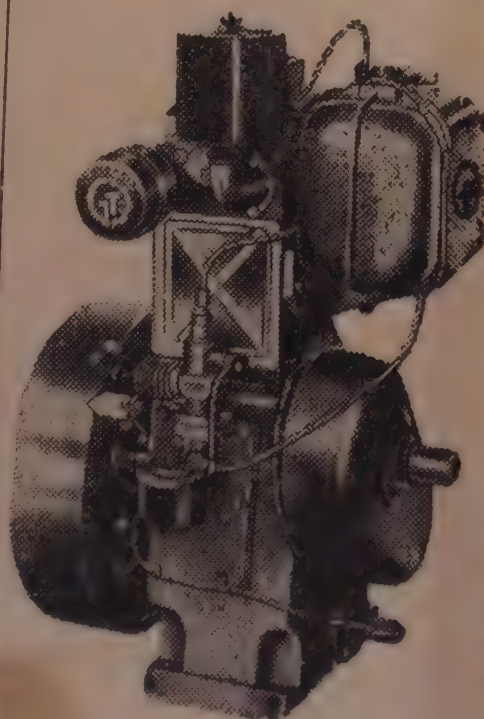
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# INTERNATIONAL MARKETS & ECONOMIES

**Capital :** Algiers  
**Population :** 21.46m (1984)  
**GNP per capita :** US \$ 2.140 (1981)

**History :** On 1 November 1954 the National Liberation Front (FLN) went over to open warfare against the French administration and armed forces. A cease-fire independent on 3 July 1962; the Republic was declared on 25 September 1962.

The Government was overthrown by a junta of army officers which, on 19th June 1965, established a Revolutionary Council under Col. Houari Boumedienne.

**Area and Population :** Algeria is bounded west by Morocco and Western Sahara, South-West by Mauritania and Mali, South-East by Niger, East by Libya and Tunisia, and north by the Mediterranean Sea. It has an area of 2,381,741 sq. km. (919,595 sq. miles). Population (census 1977) 17,422,000; estimate (1984) 21,463,500.

The chief towns (estimates, 1974) are as follows : Algiers, 1,503,720; Oran, 485,139; Constantine, 350,183; Annaba, 313,174; Tizi-Ouzou, 223,702; Blida, 158,947; Setif, 157,065; Sidi-Bel-Abbes, 151,148; Skikda, 127,968; Batna, 115,138; Tlemcen, 115,054; Al Asnam, 114,327; Bejaia, 103,996; Medea, 102,336; Mostaganem, 101,780.

Arabic is spoken by 80.4% of the population and Berber by 18.7%.

**Climate :** Coastal areas have a warm temperate climate, with most rain in winter, which is mild, while summers are hot and dry. Inland, conditions become more arid beyond the Atlas Mountains.

Algiers. Jan. 54°F (12.2°C), July 76°F (24.4°C). Annual rainfall 30" (762 mm). Biskra, Jan. 52°F (11.1°C) July 93°F (33.9°C). Annual rainfall 6" (158mm). Oran. Jan. 54°F (12.2°C). July 76°F (24.4°C). Annual rainfall 15" (376 mm).

**Currency :** The Algerian currency is the dinar (DA). There are in circulation bank-notes of DA 5, 10, 50 and 100 and coins of 1, 2, 5, 10 and 50 centimes and DA 1, 5 and 10. In February 1985, £1 = 5.54 DA; US \$ 1 = 5.27 DA.

ra (Tunisia) and from Hassi Messaoud to Bejaia, and a gas pipeline from Hassi Messaoud via Hassi-R'Mel to Mostaganem-Oran-Algiers, have been completed. Oil production in 1982, 36.4m. tonnes. Production of natural gas in 1981 was 19,347m. cu. metres.

**Minerals :** Algeria possesses deposits of iron, zinc, lead, mercury, copper and antimony. Kaolin, marble and onyx, salt and coal are also found. Mineral output in 1980 (1,000 tonnes) : Ferrous metals, 3,500; zinc, 7.6; copper, 0.8; lead, 2.7; phosphates, 1,025.

## ALGERIA

**Constitution and Government :** A new Constitution was approved by referendum in November 1976. It provides for a single Party, the Front de Liberation Nationale, working in parallel with state organs.

The President of the Republic is Head of State, Head of the Armed Forces, and Head of Government. He is nominated by the FLN Congress and elected by universal suffrage for 5-year terms (renewable).

Legislative power is held by the National People's Assembly, whose 261 members are elected for a 5-year term by universal suffrage from the single list of the FLN who nominate 3 candidates for each single-member seat.

The official language is Arabic, French being the principal foreign language.

**Membership :** Algeria is a member of UN, OAU, the Arab League, OAUPEC, OPEC and the Maghreb Organization.

### ECONOMY

**Planning :** The third development plan (1980-84) gave priority to education, housing, water supply and agriculture.

**Budget :** The budget (including extraordinary budget) was as follows in calendar years (in DA 1m):

	1977	1978	1979	1980	1981
Revenue	33,479	36,782	46,429	59,344	68,305
Expenditure	25,472	29,946	33,514	43,214	67,788

**Banking :** The Banque Centrale d'Algerie is the Government emission bank. Other banks operating in Algeria are Banque National d'Algerie, Credit Populaire d'Algerie, Banque Exterieur d'Algerie, Caisse Algerienne de Developpement, Banque Algerienne de Developpement, Banque de l'Agriculture et du Developpement.

**Weights and Measures :** The metric system is in use.

### ENERGY AND NATURAL RESOURCES

**Electricity :** Production of energy in 1981 totalled 7.17m. kwh.

**Oil :** Two large oilfields went into production in 1957 around Edjele and Hassi Messaoud and in 1959 at El Gassi. In 1960 about 200 wells were productive. Natural gas was discovered at Djebel Berga in 1954 and at Hassi-R'Mel in 1956. Oil pipelines from Edjele to Skir-

**Agriculture :** The greater part of Algeria is of limited value for agricultural purposes. In the northern portion the mountains are generally better adapted to grazing and forestry than agriculture, and a large portion of the native population is quite poor. In spite of the many excellent roads built by the Government, a considerable area of the mountainous region is

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without adequate means of communication and is accessible only with difficulty. There were an estimated 7.5m. hectares of agricultural land in 1978-79, of which 6.8m. hectares were arable. 20,000 hectares under Vine and 31.7m. hectares pastures and brushlands.

The chief crops in 1982 were (in 1,000 tonnes); Wheat, 1,200; barley, 650 dates, 207; potatoes, 610; oranges, 250; mandarins and tangerines, 130; watermelons, 180; wine, 230; tomatoes, 140; olives, 120; onions, 120; oats, 80.

Livestock, 1983: 180,000 horses, 757,000 mules and asses, 1.4m. cattle, 13.75m. sheep, 2.78m. goats and 154,000 camels.

**Forestry:** The greater part of the state forests are mere brushwood, but there are very large areas covered with cork-oak trees. Aleppo pine, evergreen oak and cedar. The dwarf-palm is grown on the plains, alfa on the table-land. Timber is cut for firewood, also for industrial purposes, for railway sleepers, telegraph poles, etc. and for bark for tanning. Considerable portions of the forest area are also leased for tillage, or for pasturage for cattle and sheep.

**Fisheries:** There are extensive fisheries for sardines, anchovies, sprats, tunny fish, etc. and also shellfish. In 1977, 692 boats were employed in fishing. Fish taken in 1980 amounted to 33,615 tonnes, value DA 311m.

## INDUSTRY AND TRADE

**Industry:** In 1981, 10.5m. tonnes of petroleum products were refined. Production of cement (1981) 4.45m. tonnes, crude steel (1980) 345,000 tonnes.

**Labour:** In 1980 the economically active population was estimated at 3,165,000 of whom 975,000 were in the agricultural sector, 374,000 in industry (plus 40,000 in the oil industry) and 461,000 in building and public works.

**Trade Unions:** The Union Generale des Travailleurs Al-

geriens had in 1982 about 1m. members in 8 affiliated groups, while the Union Nationale des Paysans Algeriens had 700,000.

**Commerce:** The foreign trade of Algeria was as follows (in DA 1m):

	1980	1981
Imports	41,545	47,500
Exports	52,418	42,138

In 1980 imports came chiefly from France (23%), Federal Republic of Germany (14%), Italy (12%), USA (7%). Exports went mainly to USA (48%). Federal Republic of Germany (12%), France (13%). Crude oil amounted to 78% and petroleum products 14% of exports.

**Tourism:** In 1981, 324,444 tourists visited Algeria.

## COMMUNICATIONS

**Roads:** There were in 1984, 24,000 km. of national highway. Motor vehicles in 1980 included 472,483 passenger cars and 283,966 commercial vehicles.

**Railways:** In 1983 there were 3,890 km. of which 2,632 km. is of standard gauge (298 km. electrified) and 1,258 km. of 1,055 mm gauge railway open for traffic. In 1981 the railways carried 2,726 m. tonne km. of freight and 2,156 m. passenger-km.

**Aviation:** There are 5 international airports as well as another 65 airfields controlled by government and 135 owned by petroleum companies. Air Algeria serves the main Algerian cities, and an international network. Algeria is also served by Swissair, Royal Air Maroc and United Arab Airline. In 1980 the airports handled 2.84m. passengers and 22,479 tonnes of freight.

**Shipping:** In 1980, 63.2m. tonnes of goods were handled at Algerian ports. A state shipping line, Compagnie Nationale Algerienne de Navigation, was formed in January 1964.

**Post and Broadcasting:** There were in 1980, 1,534 post offices; number of telephones (1982), 606,869, of which 186,312 were in Al-

giers and 48,428 in Oran. In 1982 Radiodiffusion Television Algerienne broadcast in Arabic, French and Kabyle (Berber) from 16 radio stations to 3.24m. radio receivers and from 16 television stations to about 530,000 receivers and from 16 television stations to about 530,000 receivers.

**Newspapers (1984):** There were 4 daily newspapers, with newspapers, with a combined circulating of 480,000.

**Religion:** The overwhelming part of the population are Moslems. There are about 150,000 Christians, mainly Roman Catholic.

**Education:** In 1982 there were 9,263 state primary schools with 88,481 teachers and 4.6m. pupils; 1,128 secondary schools with 38,845 teachers and 1,029,884 pupils; and 71 technical and teacher-training colleges with 1,168 teachers and 12,903 students in technical education and 1,124 teachers and 13,315 students in teacher-training.

In 1981 there were 72,200 students in higher education including universities at Al-

giers (with 17,086 students) Oran (9,000), Constantine (8,340), Annaba (6,126), Setif (5,800) and Boumedes. There are also Universities of Science and Technology at Algiers (11,500) and Oran (5,800) and university centres at Tlemcen, Tizi-Ouzou, Batna, Tiaret, Constantine, Mostaganem, Sidi-Bel-Abbes and Boulaïda.

**Health:** There were in 1980, 182 general and specialized hospitals with together 45,160 beds; there were 6,081 doctors, 1,183 dentists, 778 pharmacists. There were also 1,422 dispensaries and consulting rooms, 747 health centres and 175 specializing centres for tuberculosis, venereal disease and trachoma.

For further information contact: Algiers Chamber of Commerce, 6 bd Anatole France, Algiers.

Constantine Chamber of Commerce, Palais Consulaire, Constantine. Oran Chamber of Commerce), 8 bd de Gallieni, Oran.

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# INTERNATIONAL TRADE NEWS & NOTES

## GULF FINANCIALLY SOUND DESPITE RECESSION

Despite the shrinkage in the banking activity due to ongoing economic recession since 1984, the gulf region still remains sound financially.

While nearly 120 banks are reported to have failed in the United States alone during 1985, not a single bank faced such a plight in the Gulf area, though their profitability went down as the old days of bumper profits of the 70's are gone.

In fact, the present period of recession and economic slowdown are mainly due to declining oil revenues of Gulf States in the wake of oil price crash in 1986.

This has introduced rationalisation in the banking sector in the region. Gulf banking has entered the decisive phase of readjustment and consolidation, as several recent bank studies show.

The gulf still enjoys the world's highest per capita income with large financial reserves and with little or no foreign debts. The balance of payments continues to be very strong and overseas investments have been on the increase.

According to information available recently bank deposits in Arab countries jumped from 40 billion dollars in 1975 to 193 billion in 1984, while deposits in the Gulf region alone rose from six billion dollars in 1979 to 47.8 billion dollars in 1984.

Some Gulf banks rank among the most profitable ones in the world and the profit-to-assets ratio of the of the world's top 500 banks

in 1984 was two to three times lower than some of the Gulf banks.

Arab economists predict better oil outlook this year and economic buoyancy is projected in the area by 1988. The gulf have the world's largest oil reserves.

However, the banking trends in 1986 reflect a healthier climate than in 1984 or 1985. The area has been affected by largescale non-performing loans, but a series of measures by the banks themselves and the central banks intervention have managed to contain the problem.

A series of mergers and acquisitions in 1985 has led to larger and more effective banking units. Foreign banks earned smaller profits and in some cases there was a higher incidence of bad

loans. However, they are continuing to remain pitched in the area because of the opportunities that will arise once the oil market rebounds. Some banks are even expanding.

In Oman, total assets, deposits and credit increased by 6 per cent, 8 per cent and 28 per cent respectively. The capital and reserve increased by 10.6 per cent, while the provisions for doubtful loans rose by 23.2 per cent to about 7 million dollars as of April, 1986.

In UAE, the commercial banks' performance also improved in 1985 and their combined balances increased by 2.27 billion dollars to 36.38 billion dollars.

Meanwhile, revolutionary changes are taking place not only in banking technology but also in the attitude to

banking in the whole gulf region. The banks are now on a 24 hour global link-up dealing in areas like options in currencies, forward and spot exchange, guilds, Eurobonds and first class certificates.

## AFRICAN COUNTRIES ECONOMICS IMPROVE

Impoverished African countries are enjoying an upturn in economic growth for the first time in the 1980s, thanks to the drop in oil prices and an end to years of drought, Mrs. Anne O. Krueger, chief economist of the World Bank has said, recently.

Mr. Krueger told a news conference that the overall world economy appeared headed for a lackluster 2.8 per cent growth in 1986, down from 3.1 per cent last year and 4.6 per cent in 1984.



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The global economy, she said, has surprised almost all economists because it has failed so far to benefit more from the drop in oil prices and from the decline in interest rates.

She said she expected low-income African countries would increase output by 4.5 per cent this year. Growth for the previous five years failed to reach one per cent.

The current rate is better even than the average output growth recorded in the 15 years before 1980 from 1965 to 1973, low-income African countries averaged 3.9 per cent, and after the first oil-price increases of 1973 to 1980 the average fell to 2.7 per cent.

The growth rate for the low income Asian countries is still 6.8 per cent she said, but that is down from 8.6 per cent last year and 9.8 per cent in 1984, she said.

#### **PHILIPPINES ECONOMIC GROWTH SMALL**

According to a report by

the American Chamber of Commerce of the Philippines, economic growth of 1.5% is expected in 1986. This is the result of an increase in private consumption to the tune of 0.5% as also rise of 8% in capital formation, rise of 5% in exports, etc. It is reported that the Government expenditure is not likely to increase. According to report although the country's political situation in more calm, economic activities still remain sluggish because of continuing high operating cost and poor markets.

#### **EEC — KOREA TEXTILE AGREEMENT**

The EEC and South Korea have initiated a new bilateral textile agreement after four days of negotiations. The EEC also reached agreement with Haiti, Guatemala and Mexico. In each case, the new agreement is limited to an exchange of letters, under which each side agrees to consultations under MFA article four if requested.

South Korean exports which averaged 70,000 tonnes a year in the last three years, are almost as severely restricted as those of Hong Kong. No. fewer than 45 categories are subject to quotas in all EEC countries and another nine to quotas in one or more of them.

The new agreement is somewhat less restrictive. Four quotas have been eliminated viz. handkerchiefs, bed linen, swimwear and women's suits.

#### **JEBEL ALI FREE TRADE ZONE**

The Chairman of Jebel Ali Free Trade Zone Authority and leader of a delegation from Dubai said while visiting India currently that the Zone offered clear and attractive incentives to Indian investors wishing to set up project there to reach growing new markets and new port of the world.

Outlining investment incentives available in the Zone, he said that the unit there were not subject to power constraints and in fact enjoy subsidised power. The Zone permitted full repatriation of profits and capital without currency restriction and did not impose sponsorship or work permit restrictions. It is said that established infrastructure, reliable world wide communication as also a climate for excellent labour relation are added features of the Zone which has further the benefit of responsible administration.

#### **SINGAPORE ECONOMY SHOWS DOWNTREND**

Singapore's economy is likely to go down by 1.5% in 1986. In the first quarter decrease of 3.4% was registered and growth prospects throughout the region are poor due to depressed prices of oil and other commodities.

## **SPECIAL NUMBERS**

FROM MAY 1986 ISSUE 'EXPORT GAZETTE' HAS BEEN CARRYING MORE QUALITATIVE TRADE INFORMATION, AND NEW FEATURES AND SPECIAL SUPPLEMENTS. NATURALLY THERE ARE MORE PAGES TOO. AND THE JOURNAL WILL HAVE A LARGER DISTRIBUTION ABROAD RESULTING IN MORE FOREIGN ENQUIRIES TO ALL ADVERTISERS.

(Like for instance the May 1986 issue on Machinery Industrial Products & Ancillaries was distributed largely among Importers of all such products in 140 countries worldwide in strictly controlled circulation).

### **SCHEDULE OF FORTHCOMING ISSUES**

- DEC. 1986 — PLASTIC PRODUCTS, — CONSUMER & INDUSTRIAL
- JAN. 1987 — INDUSTRIAL PRODUCTS & MACHINERY
- FEB. 1987 — EXPORT GUIDE OF INDIAN PRODUCTS

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# INDIAN EXPORT HIGHLIGHTS

## TEXTILES

The export earnings from textiles, which account for about 20 per cent of the country's total exports, increased to a record level of Rs. 835.59 crores in the first four months (April-July) of the current financial year. Exports in the same period last year had amounted to Rs. 737.20 crores.

These include readymade Garments, silk, man-made textiles, cotton fabrics, made-ups and cotton yarn, wool and woollens, coir and some handicraft items, according to an official release.

The export earnings from readymade garments in April-July went up by 21.6 per cent to Rs. 392 crores from Rs. 322.76 crores in the corresponding period of 1985.

The export target for garments for 1986-87 is Rs. 1,200 crores.

Exports of silk from April to July this year amounted to Rs. 52 crores against Rs. 44.75 crores in 1985, representing an increase of 17.8 per cent.

Exports of cotton fabrics, made-ups and cotton yarn in the first four months were valued at Rs. 207.72 crores, which was about Rs. 7 crores higher than last year.

Coir exports were worth Rs. 11.48 crores against Rs. 7.68 crores in the same period last year, recording a rise of 49.5 per cent.

The value of handicrafts was Rs. 205 crores against Rs. 200 crores in the same period last year.

However, in the case of wool and woollens, exports

in the first four months declined to Rs. 22.62 crores from Rs. 23.40 crores in April-July 1985.

In order to give a further boost to textile exports, steps are being taken to encourage quota markets. This was to tap the potential of non-quota markets. This was clear from the quota distribution policy for 1987 announced by the Government.

Out of the total exports of textiles in 1985, the quota countries, mainly the United States and EEC, accounted for Rs. 1,095 crores or roughly 59 per cent. Exports to non-quota countries amounted to Rs. 750 crores only.

The major non-quota importers of India textiles include Japan. The Soviet Union and Australia.

the Indian institute's programme."

The latest workshop in Abidjan (Ivory Coast), the first to be conducted away from Ahmedabad, introduced the programme to 30 participants from 12 French-speaking African countries. Having the African development bank as co-sponsor, this was also the first ever workshop for participants whose mother tongue is not English.

Senegal is the first country to have signed a World-Bank-financed contract with the entrepreneurship development institut.

"Potential entrepreneurs can be identified in all layers of society," Dr. V. G. Patel, Director of the Indian Institute, told would-be African entrepreneurs in Abid-

jan, "In India, 85 per cent of the people who were trained at the Institute have set up their first businesses."

"By early 1988 we expect to see the first African entrepreneur selected and trained by the institute to go into business," said Sriram Aiyar, Chief of the industrial development and finance division in the Bank's western Africa region office.

Officials of the Indian institute, however, stressed the experiment would have to be adjusted to suit the African context. Each country would need to set up its special institute in the most appropriate agency. Strong Government backing was necessary, but private banks and institutions should also be represented, they said.

## IBRD TAKES INDIAN ENTREPRENEURSHIP TO AFRICA

The World Bank's economic development institute (EDI) is so impressed by the results of the Indian Entrepreneurship Development Institute at Ahmedabad which proves that 'entrepreneurs can be created,' that it has initiated the Indian experiment in Africa to find out if the same results can be achieved.

The EDI has sponsored three workshops to present the programme to African officials, the World Bank's weekly newsletter 'World Bank News', reportad.

"The role of the World Bank", said the Newsletter, "is to sensitize countries to



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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## CHINA, PEOPLE'S REPUBLIC OF

**CHINA OPTICS** — Beijing — January 13-18, 1987. Int. Optical Industry Exhibition. For details contact: Morgan-Grampian Exhibitions Ltd., 30, Calderwood Street, London SE18 6QH, U.K. Tel: 01-855-7777.

**CIPEX** — Beijing — January 15-21, 1987. China International Public Utilities Exhibition. For details contact: I.I.R. China Ltd., 14/F Golden Star Building, 20, Lochhart Road, Hong Kong.

## MALAYSIA

**SAFETY, Asian** — Kuala Lumpur — February 19-22, 1987. Safety, Security & Fire Equipment Exhibition. For details contact: ADG Exhibitions, 11, Lynton Road, Chesham, Bucks HP5 2BU, U.K. Tel: 0494-775444.

## THAILAND

**AGROTECH** — Bangkok — January 17-21, 1987. Int. Agricultural Technology &

Food Processing Exhibition. For details contact: Interfama, TransEx House, 87, Beddington Lane, Croydon, Surrey CRO 4TD, U.K.

## TURKEY

**MODEHA '86** — Istanbul — December 3-7, 1986. 10th Furniture, Decoration and Carpet Fair. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

**ILLUMINATION '86** — Istanbul — December 3-7, 1986. 3rd Decorative Lighting Fair. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

**FLORA '86** — Istanbul — December 3-7, 1986. 3rd Horticulture and Gardening Equipment Fair. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

**AGRICULTURE '86** — Istanbul — December 17-21, 1986. 1st Int'l Trade Fair for Agricultural Machinery, Techniques, Equipment and Accessories. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

**FOOD-PACK '86** — Istanbul — December 17-21, 1986. Int'l Trade Fair for Food Processing, Packing, Bottling, Packaging, Storage Machinery and Equipment. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

## TURKEY

**CONSTRUCTION PUBLIC WORKS '87** — Istanbul — January 6-11, 1987. 1st Int'l Trade Fair for Building and Construction Materials, Machinery, Equipment, Systems and Earth Moving Ma-

chinery. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

**CITY-SERVICE '87** — Istanbul — January 6-11, 1987. 1st Int'l Trade Fair for Municipal Services and Domestic Equipment. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

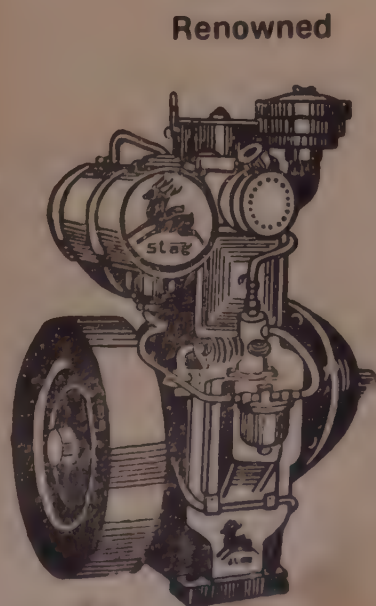
**MACHINERY-MECHANICS-ELECTRICITY '87** — Istanbul — January 21-25, 1987. 1st Int'l Trade Fair for Metal and Wood working machinery, Machine Tools, Special Tools, Measurement and Control Equipment, Power Generation and Supply Techniques. For details contact: Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel: 070-462683.

## YUGOSLAVIA

**KUTEX** — Zagreb — November 11-13, 1986. Int. Contract-Makingon Textile Products Exhibition. For details contact Overseas Trade Show Agencies Ltd., 11, Manchester Square, London W1M 5AB, U.K. Tel: 01-486-1951.

**NEW YEAR'S FAIR** — Zagreb — December 17-28, 1986. For details contact Overseas Trade Show Agencies Ltd., 11, Manchester Square, London, W1M 5AB, U.K. Tel: 01-486-1951.

**SHOES & LEATHERWARE INT'L FAIR** — Zagreb — February 23-26, 1987. For details contact: Zagrebachi Velesajam, P.O. Box 27-16, 41021 Zagreb 16.



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# TRADE AGREEMENTS

## ZAMBIA

India has proposed a package of counter-trade measures to Zambia, according to a report.

The package would involve Zambia bartering with copper in exchange for certain projects and regular supply of essential consumer goods by India.

India has agreed to set up in Zambia a paper and pulp plant and an edible oil project in exchange for copper, according to informed sources.

There is a buy back provision in the India aided projects.

India has also offered a long-term credit of Rs. ten crores to Zambia to help that country purchase textiles (including handlooms) and engineering goods.

## BULGARIA

Agriculture Minister G. S. Dhillon recently called for a new thrust and a new focus to be given to the Indo-Bulgarian joint commission on economic, technical and scientific co-operation to make it a tool of bilateral development.

The Minister, who is also the co-chairman of the Indo-Bulgarian joint commission, said that while India had attained self-sufficiency in foodgrains with food production in 1985-86 reaching 150.5 million tonnes, there were different problems in the agriculture sector particularly regarding oilseeds.

Mr. Dhillon said that what was required was fully tested quality seeds to multiply high breeding varieties of sunflower, the two countries could also develop co-operation in the horticulture sector.

Referring to India's economic growth, he said the performance of infrastructural sectors like energy and transport had shown improvement. Industrial production had shown a growth of 6.8 per cent in 1984-85 and in 1985-86 it had registered an increase of 6.3 per cent over the previous year's production.

Mr. Dhillon particularly referred to the growth of Indian Chemical Industry said the joint commission could consider export of such items as dyestuffs, perfumery compounds and essential oils from India apart from drugs and pesticides as well as petrochemical products.

## DENMARK

A high-powered trade delegation from Denmark would be visiting India in January 1987 to explore possibilities of increasing trade and collaborations between the two countries.

The Danish embassy also proposes to establish a trade office in Bombay to disseminate information on Danish economy so as to increase trade between the two countries. This was disclosed by Dr. Kaj Baagoe, Danish Ambassador to India, at a meeting organised by the Bombay Chamber of Commerce and Industry recently.

India exported traditional items such as textiles, garments, leather goods and oil cakes. Denmark exported to India scientific and control instruments, industrial machinery, power generation equipment, chemicals and chemical raw materials and pharmaceuticals.

Dr. Kaj Baagoe opined that Danish companies could join hands with Indian companies in such areas like food processing equipment, pollution control equipment, industrial and medical electronics, alternative energy sources, marine equipment, prefabricated housing, farm and dairy equipment and sophisticated machine tools and industrial machinery.

## GREECE

India and Greece have identified a number of items, covering a wide range of areas which include agriculture, fisheries, engineering and tourism, for promoting trade and collaboration.

Other specific areas that offered scope for collaboration in joint ventures like commercial vehicles, agricultural equipment, electronic components, hand and machine tools, electronic medical equipment and deepsea fishing have also been identified. The areas identified for the purpose include power engineering, petro-chemical projects, construction projects, sugar and cement plants and consultancy services.

Moreover, possibilities of co-operation in shipping and non-conventional sources of energy would be explored.

Co-operation in the field of agriculture is to cover areas such as inputs, irrigation projects and research and development.

The joint Committee also identified areas like cotton and olive cultivation, citrus fruit production techniques as also joint ventures for the manufacture and export of

agricultural machinery and implements, as well as of pesticides and insecticides.

In fisheries, the joint Committee felt that there was considerable scope for collaboration in the field of post-harvest processing technology and marketing of marine products.

The indicative list of items of export from India to Greece is : meat and meat products; marine products such as prawns and shrimps; animal feedstuff; edible nuts; tea; coffee; spices, including pepper; sesame; tropical fruits and fruit juices; leather products, including footwear uppers and footwear; organic and inorganic chemicals; agro chemicals; dyeing and tanning chemicals; cotton and blended fabrics and dresses; jute fabrics; pesticides and insecticides; bulldozers; earth moving equipment; diesel engines and pumps, textile machinery; agricultural machinery; bicycles and parts; hand tools and machine tools; electronic components; bulbs and fluorescent lamps; telephone equipment using digital technology and mini computers.

The indicative list of items of export from Greece to India is : dry figs; flour; children's foodstuff; olive oil; seed oil; olives; fire bricks; magnesite; asbestos and its products; fertiliser; paper; potash; synthetic yarns; detergents; steel and stainless steel pipes; electric motors, pumps; irrigation systems; solar energy systems; lamp equipment; cereal products; chemicals; pharmaceutical products; wind turbines; electrical and electronic supplies of intermediate technology and flexible PVC hoses.



# COMPANY NEWS & NOTES

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## SEMICONDUCTORS COMPLEX LTD.

Semiconductors Complex Limited (SCL) a semiconductor chip manufacturer has received orders for one million packaged devices of quartz analog clocks and microprocessors and two million chips from West Germany and Hong Kong. This is only in the second year of going into production of these items.

According to Virendra Mohan, Chairman and Managing Director of SCL, the receipt of this export order now positions SCL very firmly against severe competition in the international market.

SCL is finalising a contract with a U.S. firm for the development of advanced sub-micron technologies at the SCL complex in India.

Mr. Mohan informed that SCL will go into production of 2 micron chips in 1987.

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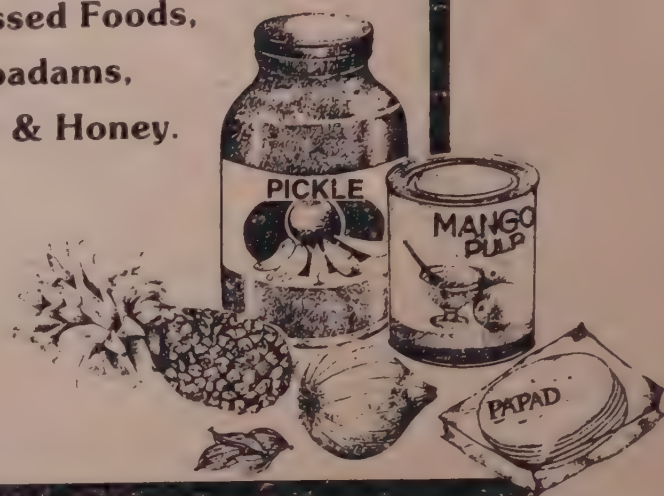




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# Food & Beverage Products Export

With the recent announcement by the Union Government that foodgrain production is expected to fall short of the target of 159 million tonnes by 10 million tonnes the prospects do not look bright for exports in this sector. But there is a silver lining in this that though the estimated production for 1985-86 is between 146-148 million tonnes the country has pulled off an all-time record of 62 million tonnes of rice produced and 47 million tonnes of wheat and the chances are that production may well exceed that of the 146.2 million tonnes produced in 1984-85.

**Processed foods.** One of the largest exporter of processed foods in the country is the Natural Agricultural Co-operative Marketing Federation of India (NAFED). Total exports by this monopoly organisation for 1984-85 were valued at Rs. 91.50 crores. Of this figure Rs. 61 crores was accounted for by exports of 291,000 tonnes of onions including dehydrated.

The major share of the remaining exports were processed foods such as pickles, jams, chutneys, tomato ketchup, giuger preserve, canned fruits and noodles. Other items of export by NAFED are spices, potato, garlic, eggs, fresh fruits and vegetables. These exports are to the Gulf countries, Europe and South-East Asia.

Other companies which export processed foods are the Allana Group which exports around Rs. 10.65 crores of mango juice, mango pulp, jams, pickles and tomato ketchup, pineapples canned and other fruits. Allana also ex-

ports frozen food, and eggs. Akbarallys is another exporter of frozen foods and eggs as well as chicken and live sheep.

One or two multinationals also export canned meat and noodles, canned fish and frozen shrimps and lobsters as well as frozen frog legs. One of these is Brooke Bond India Ltd. and the other Britannia Industries. These exports are mostly to the sophisticated markets of Western Europe and the US. In addition the Nestle (Swiss) subsidiary, Food Specialities Ltd., exports instant tea and Nescafe as well as Cerelac a cereal food and milk powder. In 1985 its exports had risen 30% to reach Rs. 11.54 crores. For 1986 it expects to surpass this mark.

Another company in this category of MNC is Hindustan Lever which exports processed peas and salt butter, which is used to supplement cocoa butter. It also exports frozen shrimps and canned tuna. The study of the Pusa Institute of Agricultural Research states that the yield of onion, cabbage, tomato and peas by 100% to 300% and will no doubt if implemented raise the availability of these items for export by HLL. The increase in the cash compensatory supports of fruits and vegetables will also say observers, boost exports.

## Marine Products

According to the New Delhi-based Processed Foods Export Promotion Council exports of processed foods other than cereals has increased to Rs. 73.25 crores during the first quarter of the cur-

rent year (April-June), around 11% higher than in the corresponding period last year. At a regional workshop held in Bombay on 3rd September on Fishing Technology and Quality Control, C. V. Kulkarni President of the Indian Fisheries Association in his presidential address, pointed out that the export of Marine products alone would very soon cross the Rs. 400 crore mark. In view of the partial stagnation of world fish production he also added that any wastage of this product due to lack of processing facilities would be a significant factor retarding Indian exports in this sector.

There is a major constraint in developing deep sea fishing

in the 200 mile exclusive economic zone. This is due to the narrow product base for export, which is currently limited to frozen prawns, says Dr. R. M. Acharya, Deputy Director General, Indian Council of Agricultural Research while inaugurating the workshop which was sponsored by the Food & Agricultural Organisation (FAO) and the Danish International Development Agency (DANIDA) at the Central Institute of Fisheries Education. Dr. Acharya added that there was an urgent need to broaden Indian marine products both for export and domestic use, while the export inspection agency and its affiliates ensure that quality standards were maintained.

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**EXPORT ENQUIRIES INVITED**



The main organisation concerned with this is the Marine Exports Development Authority. This agency has however issued a circular which has caused consternation in seafood exporter circles. The circular stated that by 1st July 1986 it would become mandatory for all export units to install a laboratory in every processing house.

These exporters however point out that each laboratory set up for ensuring quality of the seafood to be exported would cost around Rs. 1.25 lakhs. The bulk of export units are not in a position to afford the equipment and it is a daunting prospect when such units which fail to comply will face deregistration. The rule requiring each export house to set up a laboratory has been in existence for some years but has not been implemented by the MPEDA. The date of expiry of this rule was 30th June 1986 and perhaps the MPEDA has been advised to implement it since marine products exported from India were banned last year by the US due to salmonella contamination and Japan followed suit. But the laxity by the MPEDA in implementing this condition and enforcing it may force many exporters to lose investment in the bargain.

According to observers, while the rule making use of laboratories compulsory will certainly help improve the image of Indian marine exports, the same should be implemented after due consideration of the financial requirements of the exporting units many of whom are small units. It may be said that the rule should have been implemented much earlier to ensure quality standards or to provide laboratory facilities on co-operative basis which would be more viable propositions to seafood exporters.

While seafood Exporters face these difficulties on the quality control front, the 38 year old Central

Marine Fisheries Institute based at Cochin has warned at indiscriminate fishing and increasing use of purse seine nets. This institute has pointed out the over-avaricious over-exploitation of shrimp, mackerel and Indian sardine, the three species which constitute the major fish landings in the country.

In its studies for the 10 year period 1975-84 revealed that among maritime states, Maharashtra land the maximum quantity of 85,000 tonnes of shrimp. Kerala came second with 40,000 tonnes and was followed by Gujarat, Tamil Nadu, Andhra Pradesh, Karnataka, Goa, West Bengal and Orissa. It was found that the indiscriminate use of purse seiners had resulted in a fall in catch.

**Meat :** The entry of multinationals such as Brooke Bond India Ltd. into the meat packing industry has led to an increase in exports. The ban by the Saudi Arabian government has been lifted on Indian meat exports to that country subject to the

Indian exporters providing sufficient evidence of the hygienic nature of the product and the necessary hygienic packing.

There is also a great need in the Gulf countries for import of live animals. The people of these countries require the live animals so that they can be slaughtered according to their customs. These are mainly sheep and ships to carry these are needed to increase this type of food export.

**Agricultural Products :** Exports of agricultural food items are also on an upward trend. Exports of these items which in 1984-85 amounted to Rs. 1,450 crores have now increased in 1985-86 to Rs. 1,773 crores an increase of nearly 20% but nearly enough to reach the target of Rs. 3,532 crores in the terminal year of the Seventh Plan i.e. 1989-90.

**Basmati :** This type of rice is in much demand in the Western and Russian markets, particularly in countries where there are Indian immigrants. This rice is used

particularly for preparing tasteful Indian dishes which is popular with all sections of people. The Indian Government's thrust in this area is limited to his rice since there is a shortfall in the plan target for 1985-86 for rice production and hence it would not be possible to export other varieties of rice.

**Pulses :** A report in The Times of India dated 2nd August says that "with the widening gap between domestic output and requirements, the imports of pulses have to be resorted to rather regularly. The annual imports amount to about 5 lakh tonnes and considering the stagnant output, the imports are expected to become a regular affair for more years to come." Although the country has achieved self-sufficiency in foodgrains, the same has yet to spread to pulses. For the past one decade the output has been stagnating at around 12 million tonnes whereas the requirements have gone up with an increase in population.

The country has to import pulses rather than export. To facilitate easy supplies, the government has placed the imports of pulses under OGL. In the absence of organised large markets the private trade, has, however, to import from various countries. Accordingly, green peas are imported from Canada, masur and masurdal from Turkey and gram and gram dal from Australia. In view of the virtual failure of indigenous crops in some parts of the country 1 lakh tonnes of moong have been imported. Chinese moong is stated to cost \$ 230 per tone while in the domestic market imported moong is stated to have been quoted at Rs. 320 per quintal against Rs. 340/525 for the indigenous varieties. The imports have stabilised prices in the country but pulses still remain 100%-200% costlier than wheat and rice. Hence there is very little chance that pulses can form part of the export portfolio.

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**Wheat :** The record crop of wheat in the country in 1985-86 is quite a hopeful sign that exports of wheat can be made to countries such as China and Middle East nations as also the Soviet Union. A recent visit to India by a Soviet trade delegation made some effort to include wheat in the two way trade between the two countries since the Reagan administration is facing heavy criticism on attempts to export wheat to the USSR at subsidised rates. American critics have pointed out that such sales would in fact help the Soviets to continue their spending on arms and other activities rather than improving their productivity in agricultural production.

**Fruits and Vegetables :** Exports of fruits such as mangoes have been moving up in 1985-86 to 15,000 tonnes as against 10,000 tonnes and in 1984-85 and gives hope that the target of 30,000 tonnes in the terminal year of the Seventh Plan. According to some observers efforts are being made to grade and pack mangoes hygienically and also to grow mangoes free of diseases which mar the quality of Indian mangoes. In addition there is a considerable demand for processed mango pulp from the Middle East countries which is so great that Indian exporters are unable to meet the demand. This area is one which can be developed by increasing quality consciousness among growers.

**Oil meal :** Another food product which has entered the export field some years ago. But the exports of solvent extracted oil meals have suffered a setback, with an all round fall in the shipments in 1985-86. Barring soybean meal, all meals have received a severe drubbing even in India's traditional export markets.

The debacle in exports has demoralised the solvent extraction industry, since its prosperity depends largely on the exports of oil meals. The

industry is already suffering from under-utilisation of its capacity partly because of stagnant oilseeds production and partly on account of obsolete technology. The present setback in exports will hit the already ailing industry hard.

Aware of the magnitude of the problem, the government has entrusted the task of promoting exports to the various organisations such as Groundnut Extractions Export Development Association, All India Cottonseed Crushers' Association and the Solvent Extractors' Association of India. However this has hardly altered the situation due to the intrinsic weakness of Indian meals. Exports of groundnut meals have dropped from Rs. 2.92 lakh tonnes valued at Rs. 47.47 crores in 1984-85 to a new low of 1.61 lakh tonnes valued at Rs. 27.83 crores. The exports of cottonseed extractions and oilcakes have declined to 48,336 tonnes in 1985-86 from 69,431 tonnes in 1984-85, 1.41 lakh tonnes in 1983-84 and 2 lakh tonnes in 1982-83. During the same period, exports of sunflower seed extractions have declined from 26,300 tonnes to 25,000 tonnes and those of sal extractions from 53,000 tonnes to 15,000 tonnes. The exports of cattle feed have also suffered a sharp setback, with the shipments falling sharply from 20,000 tonnes to 8,000 tonnes.

The prevailing prices are not suitable and not favourable to India due to a glut in world markets of oilseed supplies. Also the offtake by West European countries in particular has declined because of a slowdown in milk production. Besides many countries in the region have resorted to increased use of home-grown oilseeds by-products and cereals. The East European countries which are now major buyers of Indian oil meals are unable to help India because of foreign exchange limitations. The problem caused by aflatoxin

contamination of Indian groundnut and cottonseed oil meals has forced the EEC countries to turn to China and Brazil to meet their requirements of cottonseed meal as they can supply cottonseed meal free from aflatoxin content. The West European countries and the Soviet Union have altogether stopped buying groundnut meal from India since the latter cannot meet their quality requirements.

To help exports the Union Government has recently announced a cash compensatory allowance of 10% of FOB value of oil meals to promote exports. Moreover the Union Finance Minister has taken several measures to inject health into the solvent extraction industry. However the industry can take full advantage of these measures if only cheaper raw materials are made available to it. For this, the production of oilseeds has to be lifted

from the present low level of 125-130 lakh tonnes. The newly constituted technology mission for oilseeds production has thus rightly raised the hopes among the industry.

**Fruits :** The other major countries which import fruits from India than the Middle East and Gulf countries are France, the UK and the USSR. Exports of mangoes have grown from Rs. 8.76 crores in 1984-85 to Rs. 10.66 crores in 1985-86 with an increase from 6,000 tonnes to 7,895 tonnes. During the same period exports of other fresh fruits has moved up from Rs. 10.83 crores and 7,200 tonnes in 1984-85 to Rs. 12.19 crores and 8,780 tonnes in 1985-86. These fruits mainly comprise pineapples, apples, grapes, guavas, bananas and oranges. However there is still a long way to go in achieving the export target of 45,000 tonnes in 1989-90.

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**Spices :** It was the spices that were a major ingredient for the export to the Arab states and its development has been entrusted to the Cardamom Board. The finest variety is called the Alleppey Green and this has found ready acceptance in the Gulf markets. But again the Indian exporters are faced with severe competition from the Central American State of Guatemala. Though this country has been undercutting Indian exports in the Middle East markets the unsettled conditions in that country have resulted in curtailed production and thus enabled Indian exporters to increase exports from 1,278 tonnes exported in 1984-85 to 1,508 tonnes in 1985-86. Of this figure nearly 800 tonnes was exported to the USSR.

The Cardamom Board now expects production to rise to 6,000 tonnes by the end of the Seventh Plan and that exports will continue to rise with adequate export promotion in the Western and Arab Markets. Thus there is assured foreign exchange earnings from cardamom in the years to come.

**Pepper :** This commodity also has become earner of foreign exchange to a considerable extent. In 1984-85 exports of pepper had reached a record figure of 25,673 tonnes and in the following year exports have moved up to new heights to 28,034 tonnes, the main exports being made to the US market whose purchases amounted to 13,011 tonnes still maintaining its lead over the USSR whose purchases stagnate around 12,000 tonnes. Pepper is also exported to the German Democratic Republic, 1985 tonnes, West Germany 801 tonnes, Italy, Poland and France. Production is now expected to cross 35,000 tonnes by the end of the Seventh Plan.

Other spices are ginger. Exports have increased to a small extent to 1,450 tonnes from 1,360 tonnes exported in 1985. Turmeric exports increased to Rs. 9.8 crores in

1985 from Rs. 8.7 crores in 1984. Cummin seeds increased to Rs. 7.2 crores from Rs. 6 crores and coriander exports also rose to Rs. 7 crores from Rs. 5.76 crores in 1984 Demand for dry ginger from Western markets has increased and home production has been able to satisfy this demand by exporting to the tune of Rs. 7.5 crores up from Rs. 6.23 crores in 1984.

Others in the category are condiments such as curry powder. Dry chillies exports have increased to Rs. 11.07 crores from Rs. 8.36 crores in 1984-85. Curry powder exports have increased from Rs. 3.37 crores to Rs. 5.67 crores in 1985-86 and garlic

exports have also risen to Rs. 4.67 crores from Rs. 3.33 crores in 1984-85.

The total exports of spices during 1985-86 are estimated to be 84,756 tonnes valued at Rs. 111.43 crores as compared with 76,854 tonnes valued at Rs. 93.45 crores in 1984-85. Thus this sector is continuing its upward march on the export front though facing intense competition.

**Cashew :** Cashew nuts are a South American native imported into India by the Portuguese and has become a well known crop all along the Western Ghats right down to Cape Comorin. Its fruit has been used to pro-

duce the Goan alcoholic drink called Cashew Feni and further south it has a different name. But cashew fruit also has a nut which is also in as great a demand as the peanut in the Southern states of the US. Cashew nuts and kernels are an important items of export from the South Indian States and is also becoming a strong contender for winning the dollar stakes. This is because the US has become the single largest buyer of cashew nuts and accounts currently for around 54% of India's total exports, which this year have reached to 18,034 tonnes.

Cashew exports are continuing in to go places with a 16% jump over the previous year which however, is not as great as the previous year's leap of 26%. However at a higher realisation exports earned Rs. 98.45 crores as against Rs. 86.30 crores. According to the Cashew Export Promotion Council buying by the US has risen by 24% as against last year's increase of 22.2%.

Exports to other countries is as follows: The Netherlands 1,750 tonnes; Japan 1,300 tonnes, the USSR 1,459 tonnes; Singapore 547 tonnes; The UK 695 tonnes the UAE 450 tonnes; Hong Kong 490 tonnes; and West Germany. All these figures show significant increases over last year. The overall realisation came to Rs. 56.73 per kg. higher than last year's Rs. 53.16 per kg. Raw cashew nut imported during the year was valued at Rs. 16.54 crores as against last value at Rs. 15.06 crores.

The reason for higher imports by the US is due to the fact that the Brazilian crop was damaged by fungus. In addition the Kerala government has set up a Cashew Price Stabilisation Fund which has helped to established prices in that state which is the chief grower of cashew-nuts.

**HPS groundnuts :** Even though the Union government has set ambitious targets for the export of groundnuts such 1.10 lakh tonnes

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in 1983-84 the actual exports fell far short of the target with 40,000 tonnes. In 1984-85 the exports were 30,000 tonnes and last year even fell further dramatically to 15,000 tonnes. With a great shortage of groundnut oil in the country this trend is bound to continue downwards unless more high yielding varieties are developed as has been done for rice and wheat. This has happened despite the introduction of a government subsidy for exports of groundnuts.

**Papads :** The exports of Papads is going up quite fast. The Lijjat Pappad organisation has introduced new varieties and has increased exports particularly to the US, the Gulf Countries, and other countries in which there is a considerable Indian population. Exports in 1985-86 are estimated at Rs. 8.3 crores.

**Tea :** The Union Commerce Minister P. Shiv Shankar 1st August has urged the Indian Tea Industry to make an all-out effort to increase the share of packaged, value-added tea in overall exports to maximise the foreign exchange earnings for the country.

In 1984 exports were 19,000 tonnes and in 1985 the figure has moved up to 41,000 tonnes due to the civil war in Sri Lanka and a poor Chinese crop. In 1986 with more efforts this figure is expected to be exceeded. But a natural corollary is that domestic prices will continue to rise and perhaps force the price of a cup of tea to rise still further above the Re 1 mark in Bombay.

**Alcoholic beverages :** Indian Feni made from the cashew fruit and also made from coconut toddy has been exported for some years but in small quantities as compared with Scotch and beer Western countries. United Breweries has begun exporting beer in a big way United Breweries International which

is based in Singapore. In addition Herbertsons and its subsidiaries export Scotch and champagne. Another company which specialises in Champagne reports that their product has a better consumer acceptance than the original French one. Shaw Wallace is also following UB's lead and some wine manufacturers are also reaching out into the lucrative Western export markets.

As for beverages, Parle Exports has been most effective in entering markets in 48 countries with its flagship products Thums Up. Parle has filled the vacuum that Coca-Cola left in 1977 in the domestic market and is also very successful in foreign markets. This has not been the case with other competitors such as Pure Drinks of Delhi and Dukes. Parle's exports of Thums Up are around Rs. 10 crores.

**Cocoa :** India which had never grown cocoa and had

to meet all its requirements of cocoa beans until 1977, has now emerged within a short period of 8 years to joint the ranks of cocoa exporter.

The initial effort began in 1970 to grow cocoa plants in India and by 1975 the breakthrough was achieved. In addition it was found that the tree yields cocoa beans twice a year in June/July and November. This enthused farmers who had no crop in June/July. Another facility provided was free seedlings initially and the remainder at a nominal cost.

The outcome has become highly rewarding and besides the MNC in India, others such as Amul have joined the field and recently a co-operative factory was set up at Puttur in South Kanara and inaugurated by President Zail Singh. Cocoa cultivation has now taken a firm hold in the three southern states

of Karnataka, Kerala and Tamil Nadu. Around 22,000 tonnes of chocolates and chocolate products have been produced in 1985-86 and around 3,000 tonnes of cocoa exported. Thus in this sector India has become an exporter rather than importer.

India has a wide export portfolio in food and beverages and these are expected to increase in quantity and variety.

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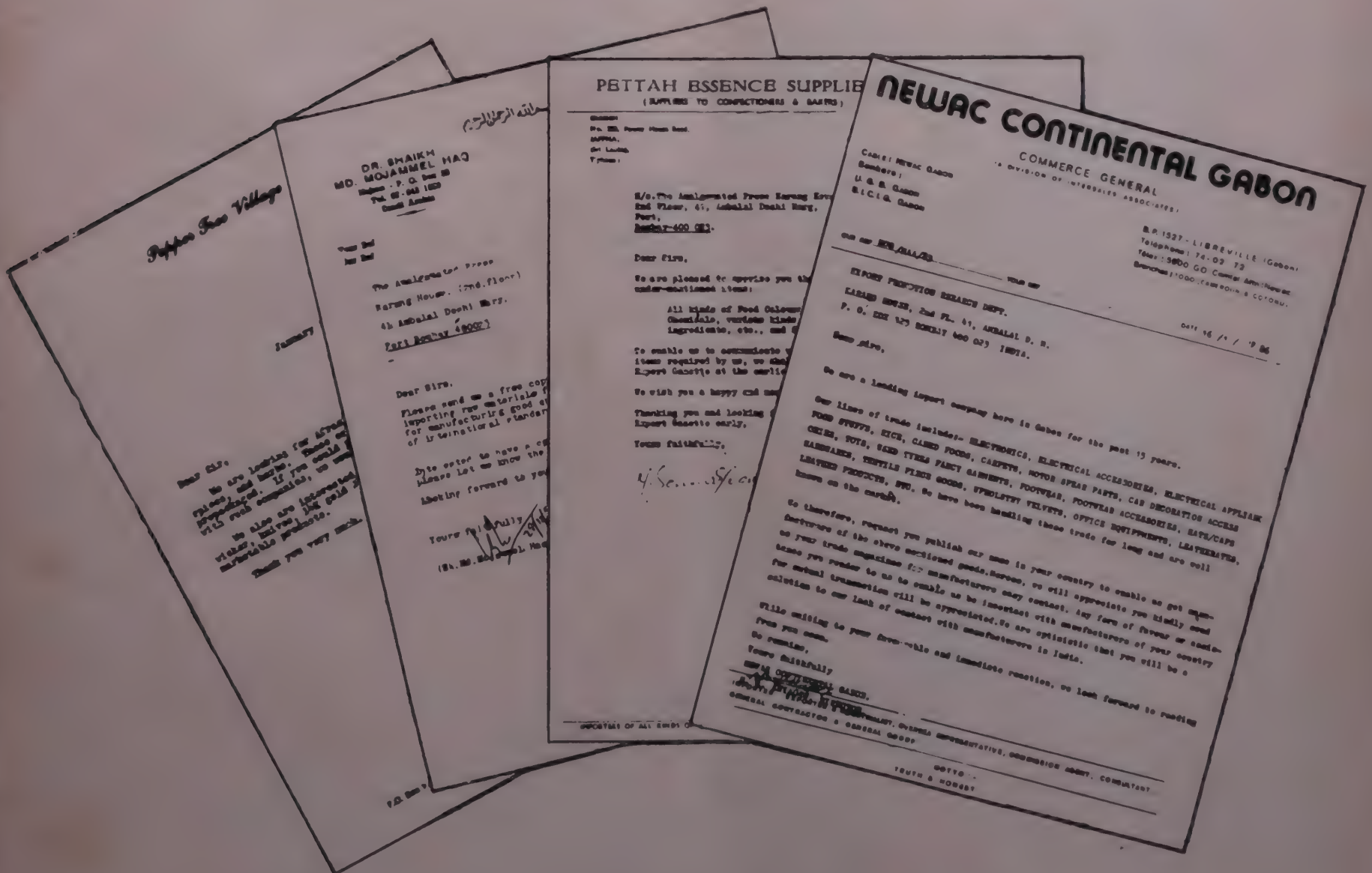
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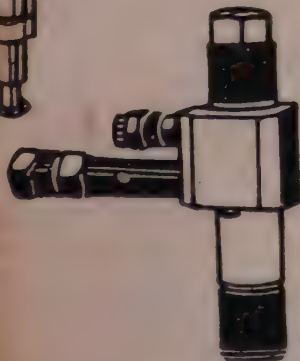
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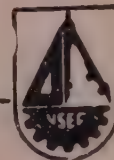
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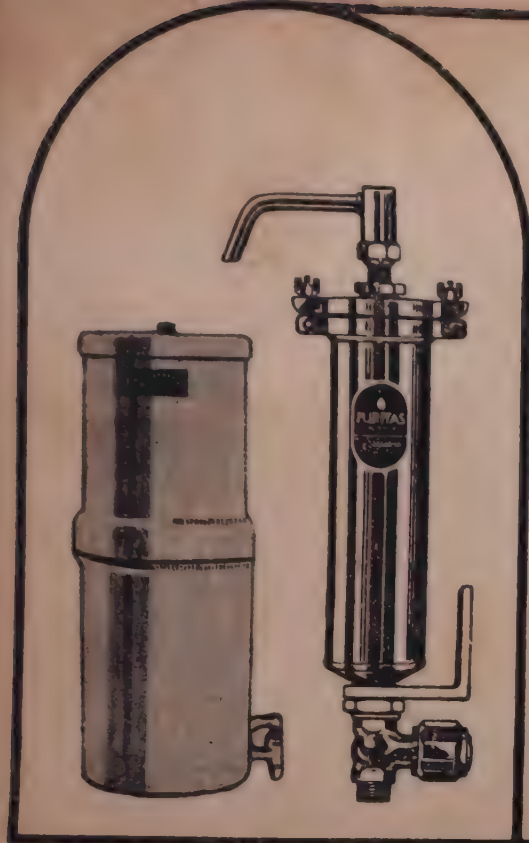
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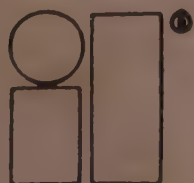
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Choksons Private Ltd., Saki Vihar Road, P.B. No. 8943, Powai, Bombay 400-072. Manufacturers and Exporters of electrical switches with pure silver contact-tips for the best durability, off-white universal colour, ivory smooth feel and finish. Heavily strong, sturdy and tough. And not only switches, but the whole range, socket outlets, power plugs, ceiling roses, wiring boxes. (D)

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**K. K. International, G.P.O. Box 1929, 110-112 Bazargate Street, 2nd floor, Fort, Bombay 400 001. Phone: 269793, Gram : Bestomach, Telex : 011-3216 Gaco — In. Exporters Of Perishables — Fresh Fruits & Vegetables, Spices, Turmeric, Pulses,**

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Forem Pvt. Ltd., 78-80 Rao Bahadur S. K. Bole Road, Kawli Wadi, Dadar (W), Bombay 400 028. Tel: 422-8002. Manufacturers & Exporters of tamarind powder, garlic powder, food essences & colours, air freshener/toilet spray/body spray, sambar powder/rasam powder/garam masala, & all varieties of spices. (C)

Gulf Exports, Navjivan Society Building, No. 3, 7th, Floor, Room No. 24, Lamington Road, Bombay 400 008. Phones: 378557. Telex: 76524 GFEX IN. Grams: Sweet Gulf. Exporters of Building Materials & Readymade Garments. Specialists in Man-Power Supply for overseas Employment. (C)

Hakeem Research & Marketing Private Limited, 6, Rosary Building, M. M. Chotani Road, Mahim (West), Bombay 400 016. Exporters of Indian Goods and Services, Manufacturers' Representative, Liaison Agent. See Advt.

Indian Exports, 956, Sector 41-A, Chandigarh 160-036. Exporters: Brass art ware, wood carving, Kashmir woollen gown: gents/ladies, and crewel work, silk scarves/ties, embroidery, artificial jewellery/stones, brass photography, ice cream/soft drink concentrate powders and general merchandise. (D)

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### INDIA

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## Handicrafts & Handloom Products

### INDIA

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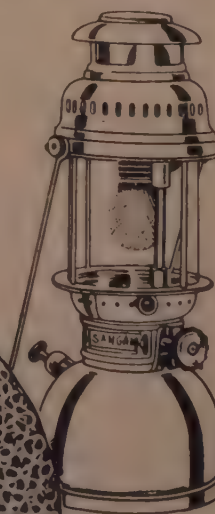
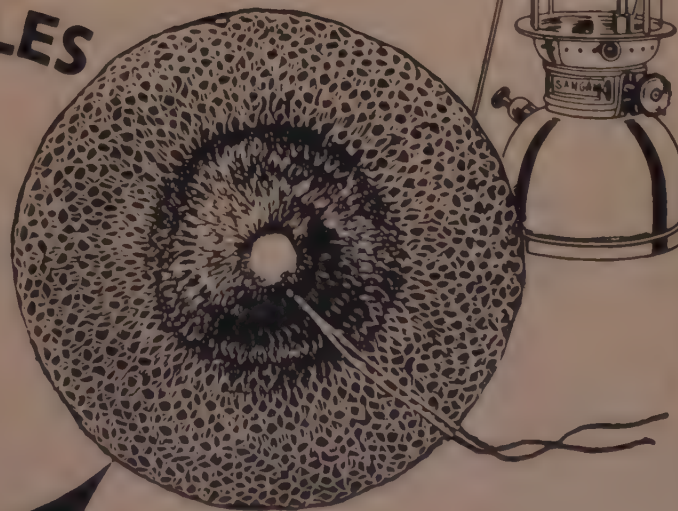
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**Sharda Stores, 54, World Trade Centre, Cuffe Parade, Bombay 400 005. Tel.: 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.**

## Indenting Agents

### INDIA

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**Bafna Jewellers, Mumbai Road, Shop No. 13, Daigina Bazar, Bombay 400 002. Phone: 344545/344685. Manufacturers, Dealers & Exporters of Gold & Diamonds Ornaments. (E)**

**Bharat Associates, 1101, Pancharatna, 11th Floor, Opera House, Bombay 400 004. Phone: 380646/387788. Diamond Manufacturers Importers & Exporters. (E)**

**C. J. Exporters, 406, Mehta Bhavan, 311, Charni Rd., Bombay 400 004. Tel: 36-2255/23193. Exporters & Importers of Diamonds. (E)**

**Diamond Corporation, A2 Purshotam Building, 7, New Queens Road, Opera House, Bombay 400 004. Tel: 3551-70/350247. Diamond Manufacturers and Importers. (E)**

**Diamond Star, 804, Panchratna, Mama Parmanand Marg, Opera House, Bombay 400 004. Tel: 386916-352-324. Diamond Manufacturers — Importers — Exporters. (E)**

**Dimexon, 1202, Prasad Chambers, Tata Road, No. 2, Bombay 400 004. Phone: 359956, 369315. Diamond Manufacturers, Importers & Exporters. (E)**

**Dinal Diamonds, 303, Panchratna Building, Mama Parmanand Road, Bombay 400 004. Diamond Manufacturers, Exporters & Importers. (E)**

**K. Chandrakant & Co., 307, Mehta Bhavan, 311, Charni Road, Bombay 400 004. Diamond Merchants, Manufacturers, Exporters-Importers. (E)**

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**das Bajaj Road, Nariman Point, Bombay 400 021. Tel: 217049. Diamond Merchants, Manufacturers-Importers-Exporters. (E)**

**Mahendra Brothers, 611, Panchratna, 6th Floor, Mama Parmanand Marg, Bombay-400 004. Tel: 357545/46/47. Manufacturers — Importers — Exporters of Diamonds. (E)**

**Mohanlal Raichand & Sons, Mehta Bhavan, 5th Floor, 311, New Charni Rd., Bombay 400 004. Phone: 382838-386279-350465. Diamond Merchants, Exporters, Importers: Rough Diamonds. (E)**

**Motilal Vijbhukhandas, 185, Sheikh Memon Street, Bombay 400 002. Tel: 822-2774 Res. Off: 326537-326-856. Export Gold Jewellery, Diamond and Coloured Stones. (E)**

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**Oriental Diamond Enterprises Pvt. Ltd., 647, Panchratna, Opera House, Bombay 400 004. Tel: 361005/386069. Importers, Exporters-Manufacturers, of Diamonds. (E)**

**Overseas Tradexport, 5, Aianta Apt. 3rd Floor, 124/126, Walkeshwar Road, Bombay 400 006. Tel: 81-29126. Importers, Exporters & Manufacturers of Keshi, Culture and Fresh Water Pearls, Half-Drill, Three quarters and Chokers. (E)**

**P. C. Jain & Co., E-2 Hermes House, 33-35, New Queens Road, Near Roxy Cinema, Bombay 400 004. Tel: 8125238/8125667. Diamond Merchants, Manufacturers, Importers & Exporters. (E)**

**P. Dineshkumar & Co., 1005, Prasad Chambers, 10th Floor, Opera House, Bombay 400 004. Tel: 360163/358-322. Diamond Importers &**

**Exporters. (E)**

**Padmavati Jewellers, Shop No. 56, Daigina Bazar, Mumbai Road, Bombay 400-002. Phone.: C/o. 344545, 344685. Manufacturers & Exporters of American Diamonds Sets, Bangles, Earrings, Mangalsutra, Silver Fancy Ornaments. (E)**

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**R. Jayantilal & Co., 212, Panchratna, Opera House, Bombay 400 004. Tel: 3533-65/386066. Diamond Manufacturers-Importers and Exporters. (E)**

**Ravichandra Bhaichand Jhaveri, Moti Kanta New Building, 3rd Floor, 201, Mumbai Road, Bombay-400 002. Phone: 320288. American Diamond Jewellery. (E)**

**Rup Diamonds, 1002, Prasad Chambers, Opera House, Bombay 400 004. Tel: 386-646, 361532. Diamond Manufacturers, Importers & Exporters. (E)**

**Rupam Diamonds, 1019, Prasad Chambers, Near Roxy Cinema, Bombay 400 004. Tel: 386240/363867. Diamonds-Exporters-Importers. (E)**

**Soni Jewellers, Shop No. 314, Fida Building, Sheikh Memon Street, Zaveri Bazar, Bombay 400 002. Phone: 315961. Exporters & Importers of Jewellery. (E)**

**Sri Kanakadurgamba Gold Gilt Jewellery Works, 7-3-54, Pillalamarrivari Street, Tenali 522 201. Phone: 3386. Manufacturers & Exporters of Gold Plated Imitation Jewellery i.e. Bangles, Necklaces, Neck-Chains, Finger-Rings, Lockets & Ear-Studs. Export Enquiry Solicited. (S)**



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Vimal Gems, 1304, Panchratna Mama Parmanand Marg, Opera House, Bombay 400 004. Phone : 358435/364603. Rough & Polished Diamonds Manufacturers & Importers-Exporters. (E)

Vinod Jewellers, 39, Mirza Street, 2nd Floor, Zaveri Bazar, Bombay 400 003. Phone: 338094. Importers-Exporters-Manufacturing Jewellers. (E)

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## Kitchenware

### INDIA

Asian Appliances, 4/4 Sonal Apartments, Sonawalla Cross Road, No. 1, Goregaon (East), Bombay 400-063. Phone : 681716. Manufacturers of 'Jyoti' Kitchen Queen Mixer cum Grinder. (D)

Power Control & Appliances (Kandla), 601-D, Poonam Chambers, Shiv Sagar Estate, Dr. Annie Besant Road, Worli, Bombay 400-018. Tel. : 4921302, 4926149, 4925023. Manufacturers of 'Sumeet' Domestic Kitchen Machine. (D)

## Leather Products

### INDIA

Sigma Exports International, P.O. Box 16245, Mazagaon, Bombay 400 010. Tel.: 8722725/8729449. Manufacturers & Exporters of Leatherware made from superior quality leather crafted by experts. (D)

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### INDIA

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### INDIA

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Tel. : 315608

### Branch & Export Dept. :

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## Powerlooms

### INDIA

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### INDIA

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## Pumps-Collaboration

### INDIA

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## Sandalwood Products

### INDIA

Sorabji Rustomji & Co. Durlab Bhavan, Shop No. 4 R. M. Roy Marg, Charni Road Junction, Bombay 400 004. Tel. : Office : 351637

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### INDIA

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### GUYANA

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### U.S.A.

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#### U.K.

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# INTERNATIONAL MARKETS & ECONOMIES

**Capital :** Vienna

**Population :** 7.56m (1981)

**GNP per capita :** US \$ 10,210 (1981)

**History :** On 27th April 1945 a provisional Government restored the Republic of Austria and was recognized by the Allied Control Council on 20th October 1945.

**Area and Population :** For the boundaries of Austria according to the Treaty of St. Germain, signed in September 1919.

**Climate :** Climate ranges from cool temperature to mountain type according to situation. Winters are cold, with considerable snowfall, but summers are very warm. The wettest months are May to August.

**Constitution and Government :** Austria recovered its sovereignty and independence on 27th July 1955 by the coming into force of the Austrian State Treaty between the U.K., the USA, the USSR and France on the one part and the Republic of Austria on the other part (signed on 15th May).

On 12th March 1938 Austria was forcibly absorbed in the German Reich until it was liberated by the American, British, French and Soviet armies in Spring 1945. Already in the Moscow Declaration of October 1943, U.K., the USA and the USSR had resolved upon the re-establishment of a free and independent Austria.

On 27th April 1945 Dr. Karl Renner set up a provisional Government which restored the Republic of Austria in the spirit of the con-

stitution of 1920-29, and was recognized by the Four-Power Allied Control Council on 20th October 1945. The last occupation forces left Austria in October 1955.

## AUSTRIA

The official language is German.

**Local Government :** The Republic of Austria comprises 9 Federal States (Vienna, Lower Austria, Upper Austria, Salzburg, Styria, Carinthia, Tirol, Vorarlberg, Burgenland). There is in every province an elected Provincial Assembly.

Every Commune has a Council, which chooses one of its number to be head of the Commune (burgomaster) and a committee for the administration and execution of its resolutions.

**Membership :** Austria is a member of UN and EFTA.

### ECONOMY

**Budget :** The budget for calendar years provided revenue and expenditure (ordinary and extraordinary) as follows in 1m schilling):

	1980	1981	1982	1983	1984
Revenue	259,028	287,791	300,854	325,811	341,842
Expenditure	306,492	339,456	372,775	400,078	436,551

**Currency :** The Austrian unit of currency is the schilling of 100 groschen. The rate of exchange in February 1985, £1 = 25.58 schilling, US \$1 = 23.56 schilling.

**Banking :** The National Bank of Austria, opened on 2nd January 1923, was taken over by the German Reichsbank on 17th March 1938. It was re-established on 3rd

Lignite	3,041,260
Iron ore	3,540,000
Lead and zinc ore	883,134
Raw magnesite	1,005,768
Pig-iron	3,320,260
Raw Steel	4,410,907
Rolled Steel	3,555,106

**Agriculture :** In 1982 the total area sown amounted to 1,487,541 hectares. Production of raw sugar in 1949 66,700; 1955, 219,300; 1960 308,000; refined sugar: 1970 298,000; 1980, 419,800; 1981 446,900; 1982, 563,472 ton.

**Livestock (1983) :** Cattle 2,633,325; pigs 3,880,662; sheep, 215,775; goats, 32,142; horses, 41,950; poultry, 15,614,206.

**Forestry :** Felled timber in cu. metres : 1960, 10,015,925; 1970, 11,122,896; 1980 12,732,507; 1983, 11,680,056

### 1983

### INDUSTRY AND TRADE

**Industry :** On 26th July 1946 the Austrian parliament passed a Government bill nationalizing some 70 industrial concerns. As from 17th September 1946 ownership of the 3 largest commercial banks, most oil-producing and refining companies and the principal firms in the following industries devolved upon the Austrian state: River navigation; coal extra-

July 1945. At 31st August 1984 foreign exchange amounted to 71,237m. and note circulation to 87,857 m. schilling.

**Weights and Measures:** The metric system of weights and measures is in use.

### ENERGY AND NATURAL RESOURCES

**Electricity :** Electric energy produced (1m. kwh): 1983, 42,625; 1982, 42, 891.

**Oil :** The commercial production of petroleum began in the early 1930s. Production of crude oil (in tonnes): 1960, 2,448,391; 1971, 2,798,237; 1983, 1, 268,573.

Austria is one of the world's largest sources of high-grade graphite. Production, which averaged 20,000 tonnes yearly from 1929 to 1944, dropped to 246 in 1946, but rose to 102,237 in 1964,

and fell again to 23,992 in 1970 37,199 in 1980, 23,807 in 1981. 24,451 in 1982 and 40, 418 in 1983.

**Minerals :** The mineral production (in tonnes) was as follows :

tion; non-ferrous mining and refining; iron-ore mining; pig-iron and steel production; manufacture of iron and steel products, including structural material, machinery, railroad equipment and



repairs, and shipbuilding; electrical machinery and appliances. Six companies supplying electric power were nationalized in accordance with a law of 26th March 1947.

In 1983, 8,972 industrial establishments (including 2,242 sawmills) employed 573,948 persons, producing a gross output of 563m. schillings.

Commerce : Imports and Exports are as follows (excluding coined gold) :

	1983 Imports	1983 Exports
Quantity (1,000 tonnes)	32,906	16,505
Value (1m sch.)	348,339	277,139

**Tourism :** In 1983, 19,913, 775, foreigners visited Austria, of these 755,518 came from the UK and 687, 116 from the USA.

## COMMUNICATIONS

**Roads :** On 1st January 1977 federal roads had a total length of 10,140 km. 743.2 km. autobahn; provincial roads, 22,996 km. On 31st December 1983 there were registered 3,650,446 motor vehicles, including 2,414,466 passenger cars, 197,125 lorries, 351,920 tractors and 233,335 trailers.

**Railways :** Austrian railways have been nationalized since before the First World War. Length of route (December 1984), 5,759 km. of which 3,123 km. were electrified. Twenty private railways have a total length of 562 km. Passengers in 1983 numbered 169m. and 50m. tonnes of freight.

**Aviation :** Austria has 6 airports in Vienna (Schwechat), Linz, Salzburg, Graz, Klagenfurt and Innsbruck. In 1983, 79980 aircrafts arrived and departed at Austrian airports on commercial air transport.

**Shipping :** Austria has no sea frontiers, but the Danube is an important waterway. Goods traffic (in

tonnes). 6,587,190 in 1980; 6,108,263 in 1981; 5,531,373 in 1982; 5,661,753 in 1983. Ore and metal, coal and coke and iron ore comprise in bulk more than two-thirds of these cargoes. The Danube Steamship Co. (DDSG) is the main Austrian shipping company.

**Post and Broadcasting :** All postal, telegraph and telephone services are run by the State in there were 2522401 telephones. Osterriecher Runafunk transmits 3

regional and 10 local programmes, including one in English and one in French; there is also a 25 hours overseas services. All broadcasting is financed by licence payments and advertisements. There were 2.5m. registered listeners in January 1983. Television was inaugurated in autumn 1955 and 2 programmes are transmitted, both in colour.

**Newspapers :** (1983) : There were 30 daily newspapers (6 of them in Vienna) with a combined circulation of 2.65m.

**Religion :** In 1981 there were 6,372,645 Roman Catholics (84.3%), 423,162 Protestants (5.6%), 118,866 others (1.6%), 452,039 without religious allegiance (6%) and 79,017 (1%) unknown.

The Roman Catholic Church has 2 archbishoprics and 7 bishoprics.

**Education :** (1983-84). There were in Austria 5,185 elementary and special schools with 66,152 teachers and 735,640 pupils. Of all kinds of secondary schools there were 1,563 with 559,879 pupils.

There were also 105 commercial academies with 35,573 students and 4,601 teachers. There were 215 schools of technical and industrial training, schools of hotel management and catering) with 6,117 teachers and 58,315 pupils; 45 higher schools of women's professions (secondary level) with 12,662 pupils; 8 training colleges of social workers with 639 pupils. 138 trade schools had 24,274 pupils.

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# INTERNATIONAL TRADE NEWS & NOTES

## AUSTRALIA

There is economic gloom in Australia and the Managing Director of Australia's largest bank said recently that Australian economy had never been seen in shape worst than the current one. The country's biggest problem is the poor performance of its current account balance, the net balance on trade in goods and services, plus certain unilateral transfer of fund. The current account deficit for the fiscal year ended June 30 is expected to be more than A \$14 billion (US \$9.2 billion).

According to one report both business and consumer confidences are waning indicating that conditions "are likely to be very difficult indeed over the course of the next year or so". It is said that because there is less incentive for foreign investment in Australia the country has had to turn to short-term borrowing.

## JORDAN

Since 40% of Jordan's labor force works in the Persian Gulf and nets approximately \$1 billion a year, the country's economy has begun to suffer from the neighboring Persian Gulf states' decreased oil revenues. Consequently, Jordan plans to secure \$9 billion to invest in its economy from 1986 to 1990. It hopes to improve its standard of living and trade balance, increase economic growth to 5% a year, & broaden business opportunities.

The Jordanian Government plans to spend 52% of

the money upgrading communications, education, roads, and running-water availability. The rest will finance agriculture, industry, housing, and services. Around \$150 million will be earmarked for Judea and Samaria.

## MALAYSIA

Malaysia's trade surplus in the first quarter of this year amounted to M \$978.4 million, almost a ten fold increase on the \$90.1 million recorded for the same period last year. This occurred despite a fall in earnings from exports of rubber, etc.

The \$1 billion New Investment Fund (NIF) which was launched by the Government 7 months ago to help stimulate new ventures in three priority sectors — agriculture, manufacturing and tourism have received slow response. Malaysian businesses are cautious about making new investments in the current economic climate.

It may be recalled that under the NIF, banks are able to source the fund for NIF loans at a lower cost than other loans. Ceilings are imposed on the rates charged to borrowers to qualify for such loans.

## CHINA

China devalued its currency by a record 15.8% against major foreign currencies. According to a spokesman of the State Commission for Foreign Exchange Control (SCFEC), the devaluation

was in line with domestic price reform and because of movements in international currencies as also China's balance of payment position.

China's industrial output in the first half of 1986 grew 4.9%; down sharply from the 23% growth rate of the first half of the last year but in conformity with the Government's policy of economic expansion.

It may be recalled that last year, the Government reduced imports, tightened control over credit and took other measures to cool down the economy, which began to overheat in the second half of 1984.

## IRAQ

A new organization for the Iraqi Export Authority (IEA) has been formed by the Ministry of Trade.

The new organization includes the following departments: Iraqi dates, food products and dates export; industrial products and export services.

Among Iraqi exports are cement, dates, vegetables, chemical and others.

Last June Iraq exported one million tons of cement to Egypt. The barter deal was signed between the two countries last year. Chairman of the Authority Mr. M. R. Al-Sherifi said Iraq would increase its cement exports to Egypt to two million tons.

The Iraqi Export Authority was founded in 1980.

From time to time the Authority holds seminars and meetings for Iraqi exporters to brief them on developments in international markets.

The Authority co-operates with a number of United Nations agencies such as the International Trade Centre affiliated to the United Nations Conference on Trade and Development (CTAD). The authority has brought a number of experts to advise in planning, marketing and promotion of export.

It also co-operated with some Japanese establishments such as JETRO which provides training for Iraqi personnel working in export trade.

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# COMPANY NEWS & NOTES

## LARSEN & TOUBRO

A contract for the construction of two bridges across major rivers in the eastern Malaysian State of Sabah was signed recently in Kuala Lumpur between Public Works Department of Malaysia and Larsen & Toubro Limited (L&T), a leading Indian Engineering company. The contract was signed by the Director, Public Works, Sabah and Mr. C. R. Ramakrishnan, Vice, President, L&T. The contracts include construction of 5.25 km. of approach roads to the bridges. The value of the contract is for M \$ 45.8 million (Rs. 226 million). The duration of the contract is 36 months. Both the bridges, located at a distance of 50 km. from each other, are meant to replace the present ferry crossings.

Speaking on the occasion, Mr. C. R. Ramakrishnan, said that it was L & T's first major contract in Sabah and the Company was happy to be associated with the projects which, through infrastructural development, will boost the economic progress of the region.

The Kinabatangan bridge is located on the Sandakan-Lahad Datu Road. The bridge has nine spans; with the longest span of 144 metres. The Segama bridge is located on the Sandakan-Lahad Datu Road. It has three spans; the longest being 90 metres.

## PEC

Projects and Equipment Corporation of India Limited completed the final shipment of 66 wagons of a total of 300 wagons to Uganda recently. The contract for supply of wagons to Uganda was for Rs. 16.25 crores and was financed by Exim Bank suppliers credit. a press note stated.

The High Commissioner of Uganda, Dr. S. C. Chebrot was to take delivery of the wagons for shipment to Uganda.

PEC is trying to negotiate more contracts for wagon exports to African countries and is executing an order for supply of 61 passenger coaches to Bangladesh.

## BILT

Ballarpur Industries Limited (BILT), a Thapar group company, in association with Projects and Equipments Corporation of India Limited (PEC) has concluded a Rs. 6 crore contract with the Bangladesh Chemical Industries Corporation, Dhaka, for the renovation and modernisation of their North Bengal Paper Mills. The contract requires BILT to provide technical know-how and engineering services.

## EICHER MOTOR LTD.

Eicher Motor Ltd. has won an export order for 200 Eicher Mitsubishi Vehicles to Bangladesh worth Rs. 2 crores.

The company won the contract on the opening day of the Indian trade exhibition being held in Dhaka. The present order is in addition to the earlier contract signed for 110 vehicles.

## MSSIDC

The Maharashtra Small Scale Industries Development Corporation Limited (MSSIDC) has won export award (Silver Plaque) and merit certificate for its export performance in 1984-85 in the category of State Corporations. It has also won a merit certificate in the category of export houses.

MSSIDC had recorded exports worth over Rs. 2 crores in 1984-85, against Rs. 10 lakhs in the previous year. The exports were mainly to the United States, UK, Holland, Sweden, Denmark, France, Greece, UAE and Australia. Items exported included readymade garments, hand knotted carpets slates, Kolhapuri chappals and various types of handicrafts.

## IRCCN

The Indian Railways Construction Company Ltd. has bagged a contract worth Rs. 3.2 crores for the construction of seven road bridges on the King Mahendra Highway in Nepal. The contract was secured against competitive bids from South Korea, Japan and China. The project

is being financed by the International Development Association, and is expected to be completed within two years.

## KIRLOSKAR ELECTRIC

Kirloskar Electric Company has bagged against global tender, the Rs. 1.2 crores Sungei Petani Water Supply contract in Malaysia. The contract includes the design, manufacture, testing, installation, commissioning and maintenance of the entire pumping, water treatment and supply system. The equipment supplied by Kirloskar Electric include 15 large AC motors and 4 transformers. The project is to augment the existing water supply by treating the muddy water from a river. Both pumping stations are to operate for 20 hours a day.

## UPTRON

The Uttar Pradesh Electronics Corporation (UPTRON) has received an order worth Rs. 2.5 crores from Central Mine Planning and Design Institute Ltd. Ranchi for turnkey supply of microprocessor based mining electronics systems.

The order, obtained against stiff competition from international parties, will make available mining electronic systems to help electrification programme of about 20 coal mines in eastern and western India.

The will ensure safe and efficient operation of coal mines through modern environmental monitoring, communication and control equipment.

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# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

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INHORGENTA Munchen — from February 13 to 17, 1987 — is one of the most important and largest fairs in the world for watches, clocks and jewellery. It provides the international specialized trade — the only visitors admitted — with an overview of the international range in the branch and of the latest fashion trends and technical developments.

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In 1986 this international fair of costly goods attracted a record number of prospective buyers and customers in the 13 years of INHORGENTA history, namely 19,000 visitors from 60 countries. Only trade visitors are admitted to the fair. This ensures that specialist and informative talks can be held in a quiet, businesslike atmosphere.

For further details contact :  
**Munchener Messe-und**

Austellungsgesellschaft mbH,  
Messelgelande, Postfach 121  
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## HARROGATE INTERNATIONAL TOY FAIR

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For further details contact :  
**Harrogate International  
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London N1 0PP, U.K.

## THAILAND

AGROTECH — Bangkok  
— January 17-21, 1987. Int.  
Agricultural Tech'y & Food  
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further details contact : In-

terfama, Trans House, 87  
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## TURKEY

**MACHINERY — MECH-  
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Techniques. For further de-  
tails contact : Commercial  
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sy, Jan Everstraat 15, 2514  
BS The Hague. Tel : 070-  
462683.

**CITY-SERVICE '87 — Ist-  
anbul — January 6-11, 1987.**  
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#### VENEZUELA

**12th INTERNATIONAL FAIR**, — Valencia — March 27-April 5, 1987. For further details contact : Sharry S. R. L., P.O. Box 1811, Valencia 2002. Telex : 41287 FERIN.

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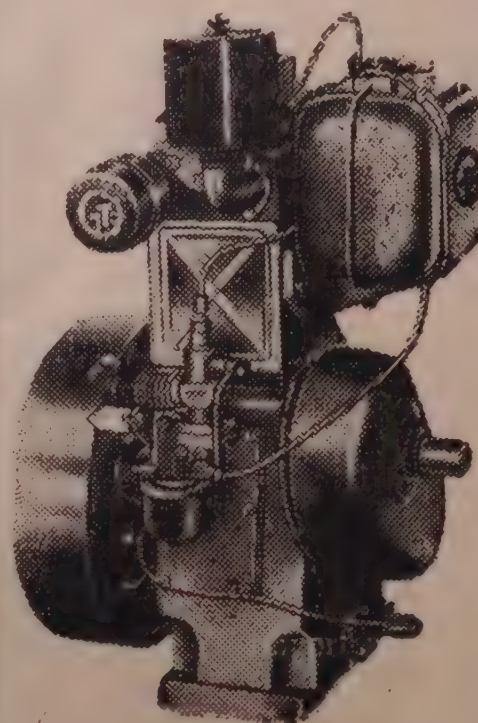
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# BOOK REVIEWS

**"THE BEST 'N' MOST IN DFS 1986"** published by Generation Publications, P.O. Box 234, S-891 01 Ornskoldsvik, Sweden. No. of Pages : 784. Price : US \$ 85.00.

In 1985 travellers' spending in tax-free shops amounted to more than 6 million US dollars.

The report is based on well developed co-operation with most of the owners and operators of the world's most significant 500 tax-free shops, as regards turnover, who have reported fundamental and other information. Together these 500 largest shops, situated round the world, sell tax-free goods to a value equivalent to 3.1 milliard US dollars, which is more than half of the world's total. The global sale of tax-free goods, besides sales at Airports, on board aircraft and ferries, includes sales at frontier shops, harbour shops, for ship chandling and sales to diplomatic personnel etc.

With regard to the geographical distribution of tax-free trade Europe is found to be the most interesting. About 64% local currency equivalent to 2 milliard US dollars — of the sales by the world's 500 largest tax-free shops is in Europe. The tax-free shops in North America (US and Canada) sell for about 450 million US dollars (14.3%), while in the whole of Africa sales of tax free goods amount to only 30 million dollars, equivalent to 0.9% of global tax-free sales.

In a special chapter (See index) the research has rated the world's most important tax-free shops from the point of view of turnover. As expected the list is headed by Heathrow Airport, London which is the world's largest international airport; in the accounting year 1984/1985 sales there reached 120 million dollars, which means a sale of 10.75 dollars per passenger. Heathrow is closely followed by Schiphol Airport, Amsterdam in second place with total taxfree sales equivalent to 113 million dollars, which means sales per passenger of an imposing 19.22 dollars. It is important to note that the list only includes Airport shops, Air Lines and Ferries, but not other types of shops (e.g. tax-free shops in town where one can order goods to be delivered to the airport for departure, these are very common in Asia and the Pacific). The Air Line with the largest on-board sales of tax-free goods is Sterling Airways, in nineteenth place with sales of 36 million dollars.

Examining different groups of products and their importance, global sales of tax-free wines and spirits amount to over 1 milliard dollars, equivalent to 32.5% of total sales. Sales of Perfumes and Cosmetics in tax-free shops round the world are for a good 700 million dollars (23.0%), tobacco sales are barely 750 million dollars (23.6%) while other Product Groups — e.g. cameras, ties, lighters, sweets, wrist watches etc. —

together sell for 160 million dollars (20.9%) of all tax-free sales. These figures demonstrate what an important market there is in the world's tax-free shops for manufacturers and wholesalers of different products.

The year 1985 was favourable for the world's tax-free industry. Turnover increased by an average 19.5% compared with 1984. The increase was most noticeable in the sales of scents and cosmetics which rose by 26.6% in 1985, and in the sale of mixed goods (sweets, luxury articles, wrist watches etc.) which increased by 25.7% compared with 1984. In spite of an increase in the total sales of spirits and tobacco the market share of these two product groups decreased by 1.9% and 0.3% respectively — a significant decline in the relative importance of sales of these groups in tax-free shops which confirms the trend of a number of years.

The research also takes a certain interest in studying price levels in different tax-free shops. The report shows the highest price, lowest price and average price for a total of 18.000 articles in perfumes and tobacco with information as to which shops these prices apply. The products which are in the three groups which are likely to be found on the shelves in some of the world's tax-free shops. Each product is given a Popularity Rating equivalent to the product's distribu-

tion in the world's tax-free shops. The exact assortment of goods in hundreds of tax-free shops is documented and each shop is given a so-called "Shop Price Index" with index figure 100 based on prices at Schiphol Airport, Amsterdam.

Among the most expensive tax-free shops in the world are Ferris in Nordic countries with an average index figure of 154 European Air Lines are the cheapest, but they only offer a limited number of articles. Individual examples among Airports are Dubai with an Index of 6 (so prices there are, on average 36% lower than in Amsterdam), Budapest 78, Cairo 85, Copenhagen 108, Milan 101, Rome 102, Rio de Janeiro 109, Brussels 115, Paris — Charles de Gaulle 111, Frankfurt 117, Helsinki 114, London-Heathrow 111, Sydney 116, Zurich 113, New York 128, Stockholm 120, Tokyo 129 and Vienna 141 to name a few.

Those who have only a superficial interest in tax-free trade, should find many unique pieces of information in the newly published Swedish report. Tables, statistics, register (e.g. name address, contact-person, telephone and telex numbers, for 1,200 tax-free shops in 160 countries), indices, appendices etc. in abundance give the reader an entirely new possibility to survey and study the scope of the world's tax-free trade, its conditions, future and possibilities.



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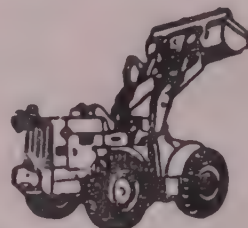
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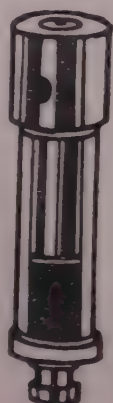
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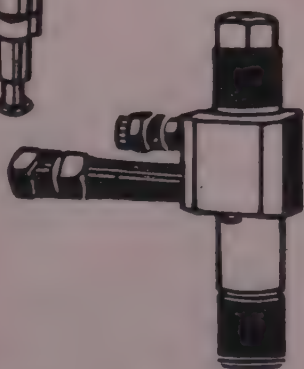
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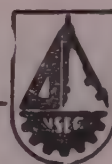
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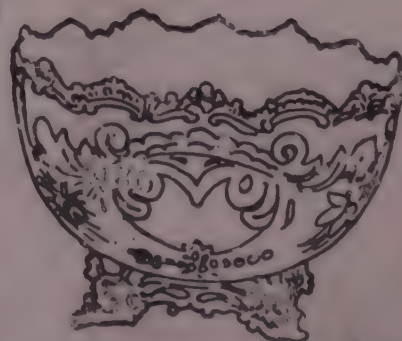
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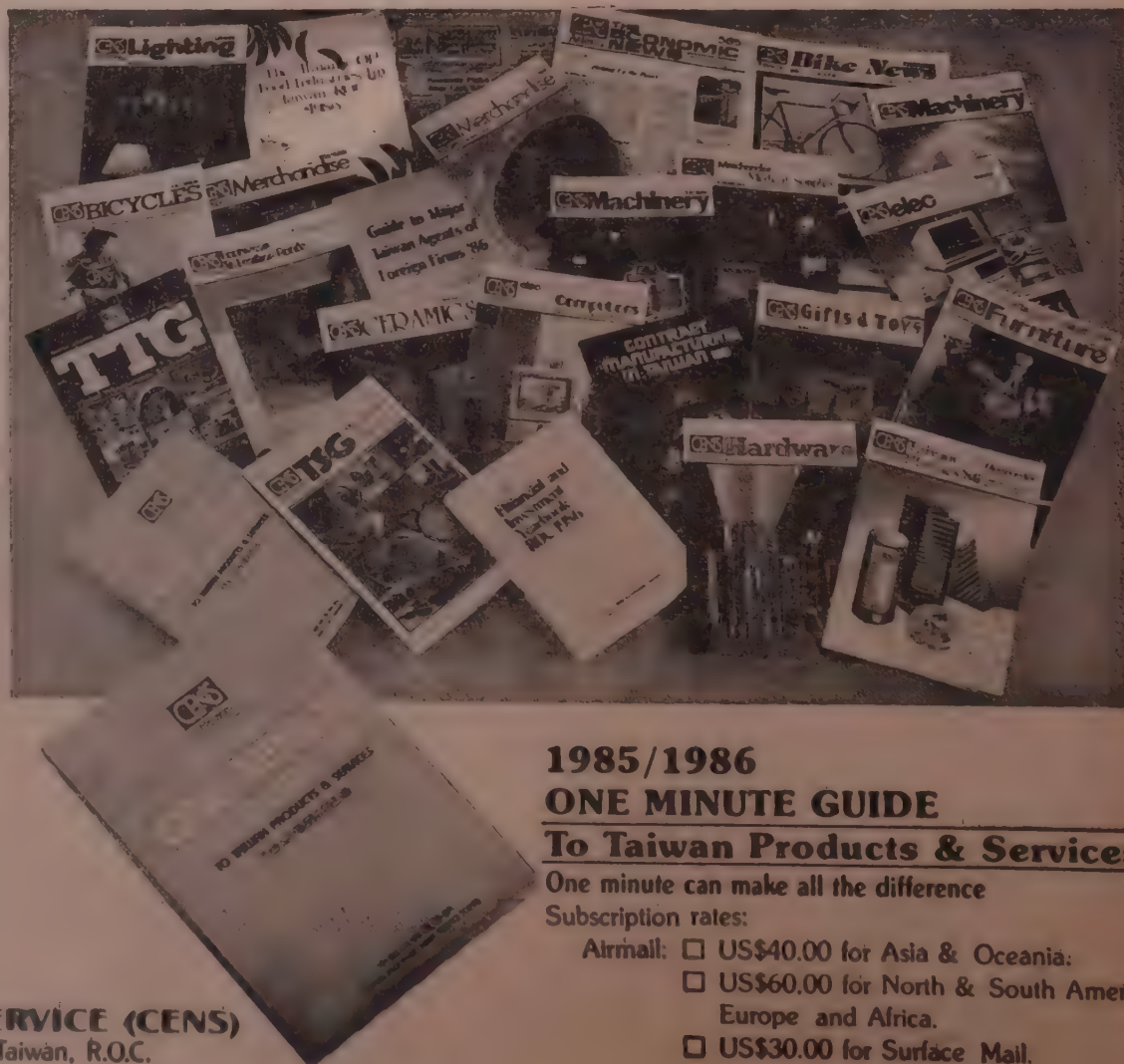
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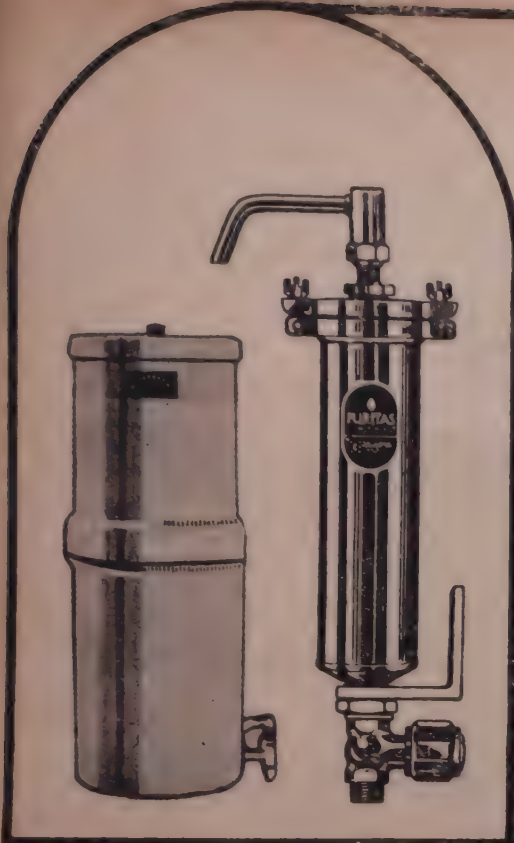
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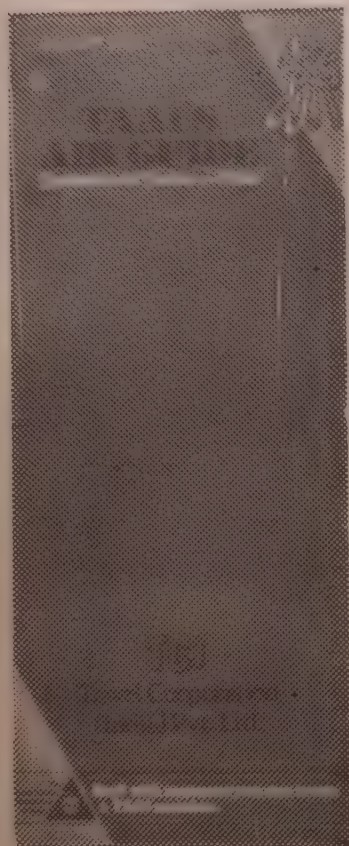
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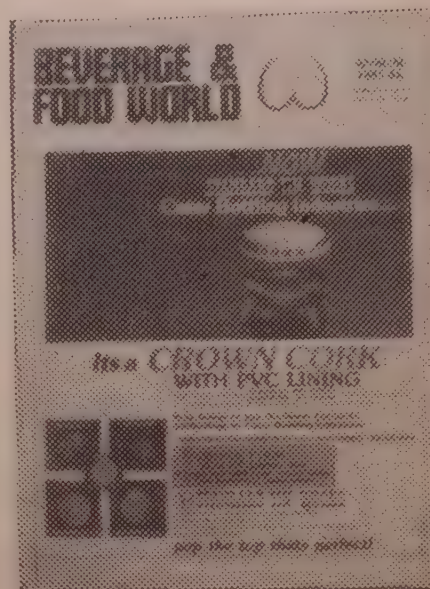
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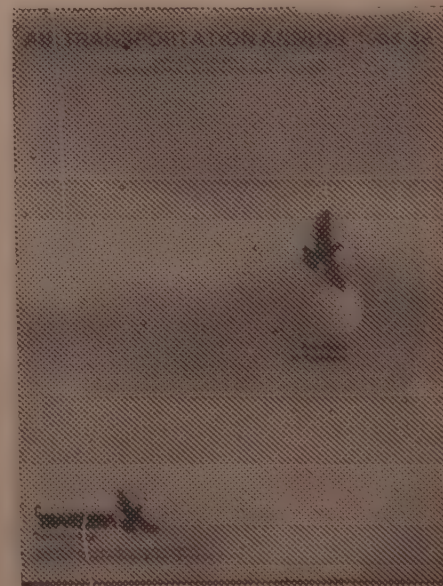
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**Mysore Sugandhi Dhoop Factory Pvt. Ltd.,** P.O. Box 3178, Bombay 400 003. Export Divin.: 206, Embassy Centre, Nariman Point, Bombay 400 021. Tel.: 233858/221043/223859. Like the air in the Garden of Flowers THE FRAGRANCE LINGERS, Mysore Sugandhi Agarbattis, a blend of the choicest ingredients, picked from the nature's treasure of fragrances to create an air of delight around you. See Advt.

## Boilers & Accessories INDIA

**Kalpna Boilers & Chemical Plants Mfg. Co.,** 18, Kailash Park-A, Chirag Nagar, L. B. Shastri Marg, Ghatkopar (West), Bombay 400-086. Tel. : 5129796, 5125352. Offers steam boilers, electrode boilers, hot water boilers, two-in-one (steam-cum-hot boilers), waste heat boilers, hot air generators, thermic boilers, in vertical and horizontal models, package type, available on coal, oil, gas and multifuel manual, semi and fully automatic specially designed for export. Also avail-

able boiler accessories and rotary furnaces. (C)

## Building Material INDIA

**Ajax Industries,** 166, Mittal Estate Building No. 2, Sir M. Vasanji Road, Bombay 400 059. Phone : 6321467/6328434. For elegant living use: Ajax Industries top quality aluminium architectural building products: Entrance doors, sliding doors, sliding & folding doors, automatic sliding doors, sliding windows casement windows, louvre, windows, curtain walling, northlight glazing, false ceiling & other custom built aluminum architectural products. (E)

**Elegant Enterprises,** 323, Bussa Udyog Bhavan, Tokershi Jiwraj Road, Sewree, Bombay 400 015. phone: 4136609, /4136958. Manufacturers of aluminium architectural building, products: sliding windows, sliding doors, casement windows, entrances, north light glazings, false ceilings, false floorings and insulation. (E)

## Carpets & Rugs INDIA

**India Carpets and Furnishing Company,** 11/12, Lakshmi Mahal, Bomanji Petit Road, Bombay 400 036. Tel: 11-4012 'ICAF', 11-6392 'ICFC'. Tel: 366323, 384383, 292938. Cable: MERAGHAR —BOMBAY. Manufacturers / Exporters: Hand-Knotted Woollen Carpets and Rugs, Hand Tufted Woollen Carpets and Rugs, All Carpets carrying the International Wool Secretariat's PURE 'WOOL-MARK'. (C)

**Khetan Business Corporation Pvt. Ltd.,** Khetan Bhavan, 198, J. Tata Road, Churchgate, Bombay 400 020. Phones: 221645/221559. Telex: 011-4803 KBC IN. Grams: "KHETANSONS" Bombay. Exporters of Hand-knotted and Handtufted Woollen Carpets, Dhurries, Silk Fabrics and Handicrafts of Brass & Wooden Artware. (C)

## Cleaning/Hygiene Products

### INDIA

**Balsara Hygiene Products Ltd.,** 12-A, Jorawar Bhavan, M. Karve Road, Bombay-400 020. Manufacturers and Exporters of Water Filters (Storage Pressure), Toothpaste & Tooth Powder (with Clove Oil), Air Freshners, Cleaning Powder, Lavatory Cleaner, Drain Cleaner and

## Mosquito Repellent Cream See Advt.

Clean 'N' Carewel Products, Hanuman Industrial Estate, Unit 317, 3rd Floor, Katrak Road, Wadala, Bombay 400 031. Manufacturers of 'Clenoroma' insect repellent cum deodorant cleaner, Sani Kleen Lavatory Cleaner Air Freshners, Cue Freshup Liquid Perfumed Soap (Oil Base), Cue Aerosol Spray Garden Fresh Room Freshner & other Household & Allied Products. (E)

**Harish Trading Corporation,** The Nest, Sixth Road Santacruz (E), Bombay 400 055. phone: 6121445. Manufacturers of Super-Clean Household Detergent powder. (E)

**Niravan Industries,** Thakur Nivas, 1st Floor, Dr. Charat singh Colony, Andheri Kurla Road, Bombay 400

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## Clearing & Forwarding INDIA

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Phones: 326969/326622/3432-48. Clearing, Forwarding, Handling and Transport Agents to Export, Import and General Cargoes. (C)

## Cutlery INDIA

**Todi Metal Industries**, 35, Saki Vihar Road, Saki Naka, Bombay 400 012. Tel: 632-2357, 6345200. Manufacturers of Todi Cutlery hand crafted cutlery designed in solid stainless steel. (E)

## Diesel Engines INDIA

**Geco Trading Corporation**, 5, K. K. Mansion, 289, Nagdevi Street, Bombay 400 003. Exporting: Diesel Engines and all types of spare part and other general items. See Advt.

**Indo Gulf Trading Co.**, 16/30, Bahadur Manzil, 1st Floor, Store Lane, Fort, Bombay 400 023. Tel.: Off: 253937/290187. Telex No. 011-5266 MUHL. Cable: BURAQ. Manufacturers and Exporters of renowned "STAG BRAND" Diesel Oil Engines, Centrifugal Pumps and Spare Parts. (C)

**V. M. Products, Manufacturers & Exporters** and Winner of Gold Medal for Excellent Export Performance 100% Export Oriented Unit manufacturing Diesel Engines 6-16 H.P. and Replacement Parts for Lister, Petter, Ruston, M. A. N. Deutz, Cummins. Specialist Cy. Liner, Piston Rings, Valves, Gaskets, Bearings. Export Division: 25/27, Dr. V. B. Gandhi Marg, Post Box No. 1261, Bombay 400 023. Gram: Enliner. Phone: 222520. Res: 5124589. Factory: Gondal Road, Rajkot 360 002. See Advt.

**Tele-Lock Electronics**, Gr Floor, Chanda Bhai Building, Mangaldas Road, Lohar Chawl, Bombay 400 002. Exporters of Tele-Lock Interface S. T. D. Disconnectors. (D)

## Electroplating Materials & Plants

### INDIA

**Mathuradas Bros. & Co.** 76, Dr. Baba Sahab Jaikar Marg (Old Thakurdwar Road), P. B. No. 2823, Bombay 400 002. Leading exporters of Electroplating & Polishing Materials, Plant & Equipments. Specialist in Turnkey Projects. (C)

## Engineering Goods & Machinery

### INDIA

**Advani-Oerlikon Ltd.**, International Div., 809, Raheja Centre, Nariman Point, Bombay 400 021. All types of Welding Machinery, Electrodes & Products. (D)

**Brimco Plastic Machinery Pvt. Ltd.**, Brimco House, 55 Government Industrial Estate, Kandivli (West), Bombay 400 067. Only BRIMCO has three "ACES" in one hand: Rafia Tape Plant, Lamination Plant and now introducing circular loom. (D)

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**Fontana Export Corporation**, 3, Vasudha Society, Nizampura, Baroda 390 002, Gujarat. Phone: 21201/219-24. Cable: CHEMILA (Makarpura). Manufacturers and Exporters of Machined Components (as per specifications), Bicycles &

**Components Fabricated Jobs, Hospital Furniture and Engineering Goods. (S)**

**Geco Trading Corporation**, 5, K. K. Mansion, 289, Nagdevi St., Bombay 400 003. Manufacturers & Exporters of Machinery. Around the world with quality products exporting more than 87% of total production. See Advt.

**Oriental Machinery (1919) Pvt Ltd.**, 25, R. N. Mukherjee Road, Calcutta 700 001. Machines for Pharmaceutical, Confectionery, Soap, Candie etc., Wood Working, Cardboard Box, Tiles, Toys etc. Sheet Metal, Paper Pin, Gem Clip, Pottery and Bakery. (D)

**Spencer Eng. Corporation**, Gheekanta, Pitalia-Bumba, Ahmedabad 380 001. Phones: 23936, 24357. All kinds of Heavy Duty Powerlooms for Cotton, Polyester, Silk, Suiting, Shirtings. See Advt.

**Sterling Exports (India)**, 33, A to Z Industrial Estate, Fergusson Road, Lower Parel, Bombay 400 013. Manufacturers & Exporters of Diesel Engines & Spare Parts, Pump Sets, Centrifugal Pumps & Spares, Automobile & Tractor Parts. Phones: 4928644, 4929466. Telex: 11-73875 SEE IN & 11 73870 JYOT IN. (C)

**United Trading Agencies (Exports)**, 413-G, Vasant Wadi, 1st Floor, Kalbadevi Road, Bombay 400 002. Tel.: 316669, 290567. Cable: Intertrade. Manufacturers & Exporters of Domestic & Industrial Sewing Machines

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## Food Products & Produce

### INDIA

**Anil & Company**, 212, Adani Building, 2nd Floor, 413, Narshi Natha Street (Katha Bazar), Bombay 400 009. Tel.: 322388, 346547, 329827. Telex: 011-7537 ANIL IN. Gram: SPICER EXIM. Exporters of Spices, Foodstuffs, Processed Foods, Canned Vegetables, Tobacco Products, Cashew Kernels, Mango Pulp/Slice, Kitchenware Appliances, Basmati Rice, Agarbatties, Black Pepper, Ginger etc. (C)

**Blue Star Food Products Co.**, 55/57 Stable Street, Two Tank, Bombay 400 008. Phone: 378467, 899579. Manufacturers of 'Crown' instant Food Products: Custard Powder, Corn Flour, Baking Powder, Jelly Crystals, Drinking Chocolate, Instant-Chicken Grass, Freezing Mix, Salad Oil, Icecream Mix, Variety Custard Powder, Icing Sugar, Cocoa Powder, Gelatine, Ajinomoto, Vermicelli (Seviya) etc. (E)

**Chhappan Bhog**, Neelambar, 28-B, Shakespeare Sarani, Calcutta 700 017. Tel: 432438/447761. Sweet curries of Bengal. Set in a traditional red earthen bowl, this delicacy is available fresh at our shop everyday. Rich creamy and delicately sweet



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**Farm & Foods International**, P.O. Box No. 2839, 12, Champa Galli, X Lane, Bombay 400 002. Tel : 311963/315721. Perishables onions & betel leaves, beedies, Indian spices & curry powder, processed foods, pulps & juices, pickles & Madras papadams, rice & cardamom, peanuts, cashews & honey. Growers, Packets & Exporters of chemicals, drugs, pharmaceuticals, dyes, medicinal plants & herbs, essential oils & pencil leads. (E)

**Gokul Ice-Creams**, Ajay Apartment, 71-C, Saraswati Road, Santacruz (West), Bombay 400 054. Phone : 6148/88/6121537. Manufacture a wide range of tasty and unique flavours in Ice-Creams: Sitaphal, Kesar Pista, Strawberry, Pineapple, Chocobite, Badam, Pista, Orange, Anjeer, Kaju Dry-Fruits, Mango, Lichee, Kaju Kissmiss, Chocolate, Vanilla Gokul and Straw Nut.

**Hathi Chhap Sev Utpadak**, 301-A, Dhanraj Industrial Estate, Sun Mill Lane Lower Parel, Bombay 400 013. Exporters of Vermicelli. (D)

**K. K. International**, G.P.O. Box 1929, 110-112 Bazargate Street, 2nd floor, Fort, Bombay 400 001. Phone: 269793, Gram : Bestomach, Telex : 011-3216 Gaco -- In. Exporters Of Perishables — Fresh Fruits & Vegetables, Spices, Turmeric, Pulses, Pickles, Papad, Indian Food-stuff and General Items. (C)

**K. V. S. International**, 105, Maker Chambers III, 10th Floor, Nariman Point, Bombay 400 021. Telx : 011-6897, 5436 DBS IN. Manufacturers & Exporters of best quality basmati rice, spices, fresh and dehydrated vegetables/fruits, onions, potatoes, garlic, processed/instant foods like pickles, juices, jams, idli, dosa, curry, gulab jamun, pudding, powder etc. leather goods, gift/novelty articles. (C)

**Pankaj Exports**, M. J. Building, 3rd Floor, 187 S. Gan-

**dhi Marg, Bombay 400 002.** Phone: 296048/315129. Cable: PANKAJEXPO. Tlx : 011-3693 PNKJ IN. Manufacturers and Exporters of Fast Food Products: —'PANKAJ' brand Instant Puliyodarai Mix, Instant Lemon Bath Mix, Ready Biryani Mix etc. & Pappadums. (C)

**Paragon Exports**, 33 Onlooker Building, 4th Floor, Sir P. M. Road, Fort, Bombay 400 001. Tel. : 256962. Telex : 011 6052 RANG IN. Merchant-Exporters of 'Paragon 786' Basmati Rice, Spices, Pulses, Onions & Fruits. See Advt.

**Rotel International**, 1003/1004, Maker Chambers V, Nariman Point, Bombay 400-021. Phone : 240099/230018/243542. Manufacturers of 'Bharati' Papads, pickles, spices and condiments. (E)

**Shreenath Impex Corporation**, R. L. Trust Building, 384, Dhabholkar Wadi, Kalbadevi Road, P.O. Box 2427, Bombay 400 002. Tel.: 25-8194. Cable: 'Impexfood', Manufacturers & Exporters of Indian Sweets in tins and Beautiful air-tight Carton-Packings, Alphonso Mango Pulp & Slices, Canned Vegetables, etc. (C)

**Simba Chips Pvt. Ltd.**, 12, Aradhana Industrial Estate, Near Western Express Highway, Goregaon (E) Bombay-400 063. Manufacturers of 'Simba' Chipnicks and Pop Corn. (E)

## General Merchandise INDIA

**Aaram Exporters**, 85, G. Kamarajar Salai, Madurai-625 009, Tamil Nadu. Enquiries solicited for Agarbathi, Ayurvedic Tooth Powder, Handloom Sarees, Jacquard and Turkish Towels, Textiles, Papads, Food Products etc. Expert Enquiries invited. (S)

**Asha Export Corporation**, 28, Kavitha Plot No. 1095, Devidayal Road, Mulund (West), Bombay 400 080 (India). Phone : 5600598. Exporters of Spices, Basmati Rice, Oil-Cakes, Handicraft, Imitation Jewellery, Wall Clocks, Mosaic Tiles, Ready-made Garments & other items as per buyers' specifications. (C)

**Bhageria Exports Pvt. Ltd.**, Group of Concerns, Jaihind Building No. 2, 3rd Floor, Bhuleshwar, Bombay 400-002. Manufacturers and Exporters of cotton and polyester textiles/readymade garments. Exporters of engineering goods, equipments plant and machinery. Consultants for small industrial projects like pharmaceutical, food processing, stationary and bakery. (E)

**Bombay Extractions Limited**, Daya Mandir, 123-125, Mumbadevi Road, Bombay-400 003. Exporters of edible oils, toilet soaps, fertilisers, cattle feed. Also manufacture rice bran oil which has

added a variety of edible oils of soyabean kardi, sunflower etc. and non-edible oils like Mahua, Neem etc. (E)

**Fargo Mantle Products Pvt. Ltd.**, 21 Shakti Niwas, Ramachandra Lane, Near Liberty Garden, Malad (W), Bombay 400 064. Fargo Gas Mantles for high power lamps and lanterns. See Advt.

**Forem Pvt. Ltd.**, 78-80 Rao Bahadur S. K. Bole Road, Kawli Wadi, Dadar (W), Bombay 400 028. Tel: 422-8002. Manufacturers & Exporters of tamarind powder, garlic powder, food essences & colours, air freshener/toilet spray/body spray, sambar powder/rasam powder/garam masala, & all varieties of spices. (C)

**Glamcur Plastics**, 202, B, "Sona Udyog", Parsi Panchayat Road, Andheri (East), Bombay 400 069. Manufacturers of 'Klin-Bin' Disposable Garbage Bags.

**Gulf Exports**, Navjivan Society Building, No. 3, 7th, Floor, Room No. 24, Lamington Road, Bombay 400 008. Phones : 378557. Telex : 76524 GFEX IN. Grams : Sweet Gulf. Exporters of Building Materials & Readymade Garments. Specialists in Man-Power Supply for overseas Employment. (C)

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**Kumar Exports, 512, Bhatia Nagar, Neer Khalsa School, Yamuna Nagar 135-001.** Do you wish to import high value sales potential products such as Handicrafts, Apparels & Consumer Goods from India. Please let us have your requirements. (D)

**Nagda Exports, 24, Western House, 17, Sir P. M. Road, Bombay 400 001.** Manufacturers & Exporters of Handloom Furnishings, Bed spreads, Terry Towels, Napkins, Silk Scarves, Tarpaulin Water Bags, Handicrafts, Woollen Durries, Cotton Rag Rugs and Durries. (C)

**Nitin Industries, 94-0, M.P. Mill Compd., Behind A/C Market Tardeo, Bombay-34.** Tel: 4942866-494780. Manufacturers of 'Vebrina' effective-cordless health cushion massager, 'Nevil' excellent — multipurpose Nevil disinfects deodorises and removes stains from clothes, floors, bathrooms, refrigerators, glass & laminated surfaces, 'Cloriwat' economical — dropper-convenient to use, 100% safe water, does not change colour, taste or odour, no need to boil water, 'Sarel' — elegant — featherweight family closet — foldable, portable and affordable.

**Noble Trunk Factory, 335, Abdul Rehman Street, Bombay 400 003. Phone: 3296-86/343334. Telex: 11 73287** NOBLE IN. Manufacturers and Exporters of Steel Trunks exclusively as per Buyer's Specifications. (D)

**Nulite Carryall Enterprise, 99/103 Tambakanta Bhagvan Bombay 400 003. Tel: 492-3282.** Manufacturers of 'Classmate' School Bags.

**Rishabh Allied Fibres, 36, 2nd Panjrapole Street, Bombay 400 004. Tel: 366470.** Manufacturers of 'Royal Treat' Polyester Fibre Pillows and Mattresses. (E)

**Sathcsh Kumar C. S.,**

**Pioneer Exports, No. 7, 2nd Cross, Maruthi Extension, Sri Ramapura, Bangalore-560 021, Karnataka State.** We manufacture & export top quality handicrafts, handloom textiles, readymade garments, handknotted carpets, coir products, sandalwood oil, sandalwood articles, silk saris, shirtings, scarves, lungis, ties, handkerchieves, artificial jewellery, costume jewellery, dolls, bangles, spices, papads, pickles, masala & curry powders and any other items you wish. Send equivalent to US \$ 25 for samples by airmail/freight. (E)

**Skabama Agency, 105 Veena Industrial Estate, Veera Desai Road, Opp. Laxmi Industrial Estate, Andheri (W), Bombay 400 058. Tel: 275-368.** Manufacturers of "Deemos" Electric Activators and high power tablets, to repel mosquitoes. (E)

**Sumeet International, 15th Floor, Dalamal Towers, 211, Nariman Point, Bombay 400-021. Tel: 2043232.** Exporters of Basmati Rice & Spices, Computer, Hardware & Software, Footwear, Ladies & Gents Apparels, Stainless Steel, Holloware and Toilet Scaps. (D)

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**Tekwani Enterprises, 104 Navnidhi Industrial Estate, Opp. Sewri Bus Depot, Acharya Dhone Marg, Sewri, Bombay 400 015.** Manufacturers and Exporters of Garments, Sarees, Art Silk Embroidery and Cotton thread, Leather Bags, Immitation Jewellery and Leather Footwear. Cable Tekwanibag. Phones: 4121273/4131225. (C)

## NIGERIA

**Solam (Nigeria) Trading Company, SW8/1218A, Doherty Street, Isale Ososami, Oke Ado, P.O. Box 4683, Ibadan.** Exporters of sweet potatoes, oranges, tobacco leaf, groundnuts (pea nuts), yam flour, charcoal cooking coal, pepper (spices dried black pepper), coconut and grape fruit etc. (E)

## Guar Gum INDIA

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## Handicrafts & Handloom Products INDIA

**Eastern Exports, F/19 Everest, Tardeo, Bombay 400-034. Phone: 897885. Cable 'EASTGAIN' Tlx.: 011-4680 HSMS. Manufacturers & Exporters: Handicraft, Gemstones & Quality Fashion Jewellery. Specialist in Jewellery made from Bone, Horn, Seashell, Semi-Precious & Agate Stones, etc**

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International Export Corporation, 27, Ramanathan Road, Alagappa Nagar, Kilpauk, Madras 600 010. Exporters : Dealing in Silver Jewellery, Imitation Jewellery, Handicrafts and Softwares. We will be glad to supply any other items you wish at lowest price. (C)

Sharda Fabrics, 255, Gandhi Galli, Swadeshi Market, Kalbadevi Road, Bombay 400 002. P.B. No. 2833. Tel. : 257250. Grams : "Pushpjiwan". Manufacturers/Exporters of Fashion Fabrics, Garments, Scarves, Stoles, Made-Ups, Unique Fashion Jewelleries, Ladies Accessories, Handicrafts of ivory, brass, wood, bone, leather. See Advt.

Sharda Stores, 54, World Trade Centre, Cuffe Parade,

Bombay 400 005. Tel. : 212016, 219191 Extn 279. Exporters of Indian Handicrafts of Ivory, Horn, Bone, Rosewood, Agate, Handlooms, Leather Items, Lac decorated items, Silver Filigree Jewellery, etc. See Advt.

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### INDIA

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## Jewellery & Gems HONG KONG

Artland Products Trading Corporation, G.P.O. Box 10720. Manufacturers & Exporters of Imitation Jewellery — Earrings, Necklaces, Bracelets, Pendants and Key Chains. (C)

### INDIA

A. S. Export, 615-624, Parekh Market, Kennedy Bridge, Bombay 400 004. Tel : 365492/350138. Diamond Manufacturers & Exporters-Importers. (D)

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B. Vijaykumar & Co., Mehta Bhavan, 6th Floor, Opp. Albless Baug, 311, Charni Road, Bombay 400-004. Diamond Manufac-

turers Importers-Exporters. (D)

Bafna Jewellers, Mumbai devi Road, Shop No. 13, Dagina Bazar, Bombay 400 002. Phone : 344545/344685. Manufacturers, Dealers & Exporters of Gold & Diamonds Ornaments. (D)

Bharat Associates, 1101, Pancharatna, 11th Floor, Opera House, Bombay 400-004. Phone : 380646/387788. Diamond Manufacturers Importers & Exporters. (D)

C. J. Exporters, 406, Mehta Bhavan, 311, Charni Rd., Bombay 400 004. Tel : 36-2255/23193. Exporters & Importers of Diamonds. (D)

Deepak Gems Pvt. Ltd., 812, Prasad Chambers, Opera House, Bombay 400 004. Phone : 386643. Resi. : 694113, 690087. Diamond Exporters and Importers. (C)

Diamond Corporation, A2 Purshotam Building, 7, New Queens Road, Opera House, Bombay 400 004. Tel : 3551-70/350247. Diamond Manufacturers and Importers. (D)

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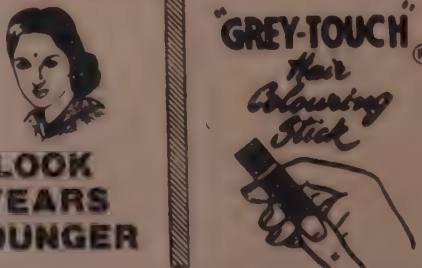
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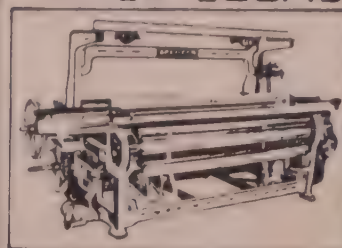
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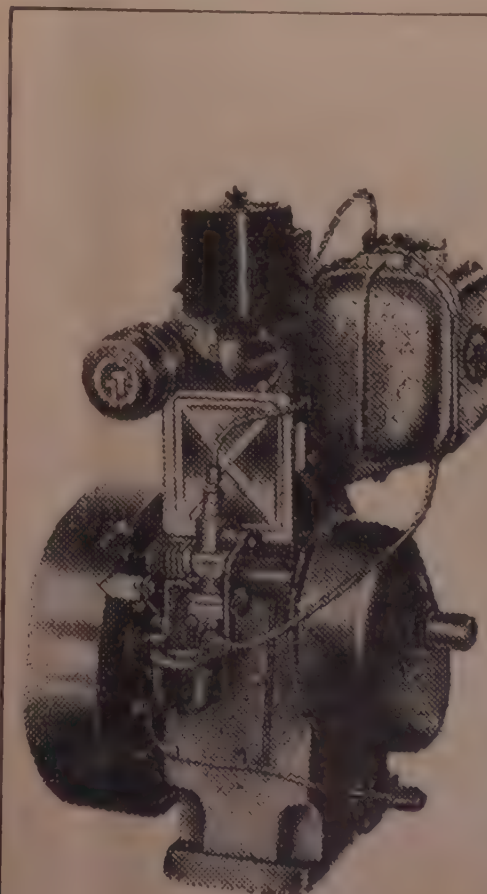
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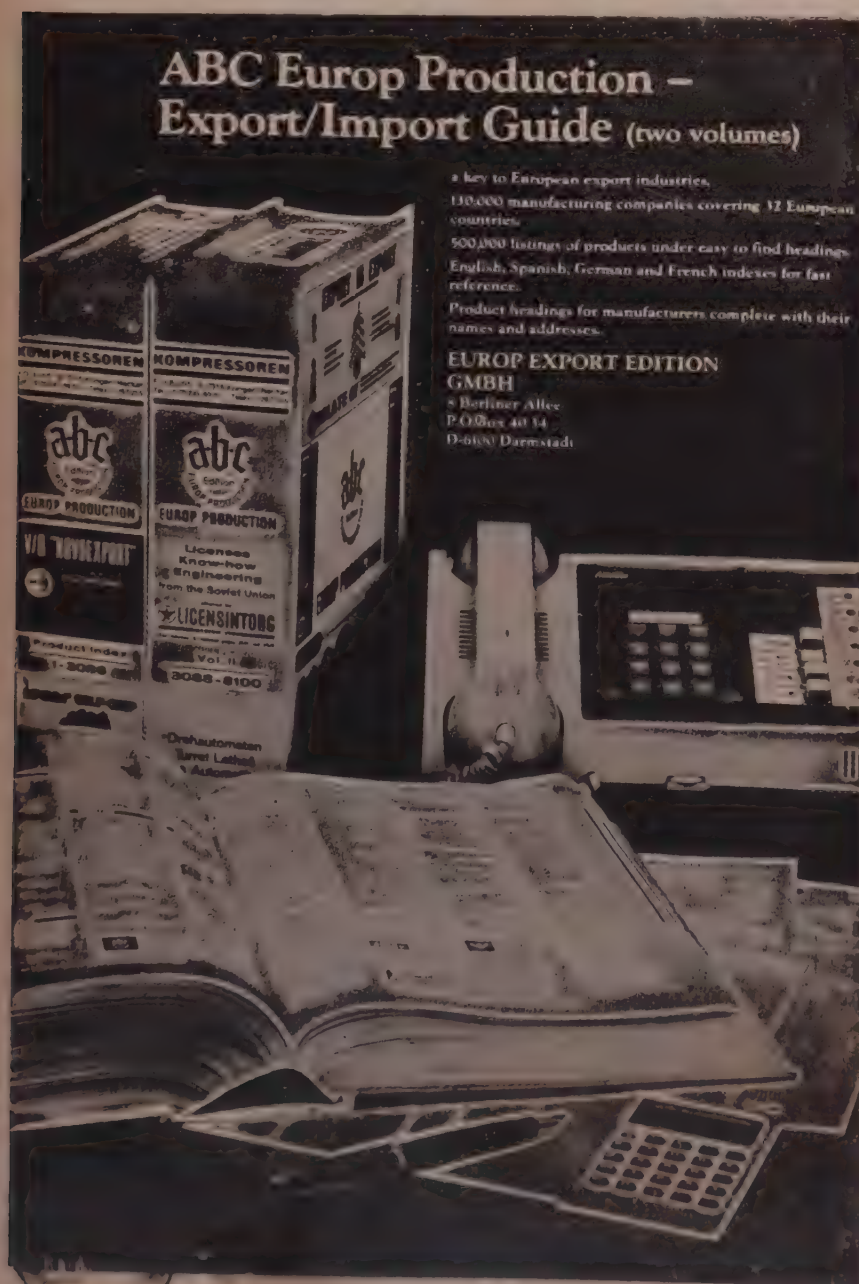
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# INTERNATIONAL MARKETS & ECONOMIES

**History :** The Bahamas were discovered by Columbus in 1492 but the Spanish did not make it a permanent settlement. British settlers arrived in the 17th century and it was occupied by Britain, except for a short period in the 18th century, until it gained independence.

**Area and Population :** The commonwealth of the Bahamas consists of 700 islands and more than 1,000 cays off the south-east coast of Florida. They are the surface protuberances of two oceanic banks, the Little Bahama Bank and the Great Bahama Bank. Land area 5,353 sq miles (13,864 sq. km.)

Principal islands with census population in 1980 : New Providence (1,35,437, containing capital, Nassau), Alaco (7,324), Andros (8,397), Cat Island (2,143), Eleuthera (10,600), Exuma (3,672), Grand Bahama (33,102), Inagua (939), Long Island (3,358). Total census population, with other islands and cays, 209,505. Estimate (1984) 228,000

**Climate :** Winters are mild and summers pleasantly warm. Most rain falls in May, June, September and October, and thunderstorms are frequent in summer. Rainfall amounts vary over the islands from 30" (750mm) to 60" (1,500 mm). Nassau. January 71°F (21.7°C), July 81°F (27.2°C). Annual rainfall 47" (1,179mm).

**Constitution and Government :** Internal self-government with cabinet responsibility was introduced 7 January 1964.

Qualification for membership of the House of Assembly, under the 1973 Independence

Constitution requires that a member shall be a citizen of the Bahamas of the age of 21 years or upwards, and shall have been ordinarily resident in the Bahamas for a period of not less than 1 year immediately before the date of his nomination for election. The Representation

25,50 cents, \$ 1, 2, 5. Sterling currency has been withdrawn. American currency is generally accepted.

Bank of England and Canadian notes are not accepted, except at the banks from travellers from the U.K.

**Weights and Measures:** The

## BAHAMAS

tation of the People's Act provides for adult suffrage. Women are eligible for election to the House of Assembly.

The Constitution of the Commonwealth of the Bahamas (1973) establishes the Bahamas as a free and democratic sovereign state. The constitution is the supreme law of the Bahamas and where any other law is inconsistent with it, the Constitution shall prevail and the other law shall, to the extent of the inconsistency, be void.

**Membership :** The Commonwealth of the Bahamas is a member of UN, the Commonwealth and an ACP state of EEC.

### ECONOMY

**Budget (in B\$):** Revenue (1982) 305,100,000. Expenditure (1982) 369,700,000.

The main sources of revenue were customs duties and receipts from fees, post office and public utilities.

**Currency :** A decimal system of currency was introduced in 1966. Bahamian \$ 1.05 = £1 sterling (February 1985). Notes : \$ 0.50, 1, 3, 5, 10, 20, 100; coins : 1, 5, 10, 15,

U.K. (Imperial) system is in force.

### ENERGY AND NATURAL RESOURCES

**Electricity :** Electricity for lighting and power is

available in New Providence, Grand Bahama and the Family Islands. Total units generated in New Providence, Paradise Island and Family Islands in 1979-80, 390m. kwh.

**Agriculture :** There were (1978) 4,246 agricultural holdings or parcels of farm land in the Bahamas, totalling 89,565 acres. About 40% of these holdings are cultivated with temporary and permanent crops. Livestock operations within the Bahamas are predominantly sheep and goat enterprises.

Several agricultural programmes exist to further stimulate agricultural production. Some of these programmes are subsidized by Government.

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ment and include land clearing and duty free importation of trucks and other farm implements. Farmers also have access to 2 credit programmes : a) The Agricultural Credit Guarantee Fund. b) The Stores on Credit programme.

Total agricultural production including fisheries was valued at about B \$ 30m. in 1986.

**Livestock (1983) :** Cattle, 4,000; sheep, 38,000; goats, 18,000; pigs, 19,000; poultry, 1m.

**Forestry :** Production of cascarilla bark and pulp-wood in 1976 was B\$1.8m. all of which was exported.

**Fisheries :** Crawfish exports were valued at B \$ 12m. in 1982.

## **INDUSTRY AND TRADE**

**Industry :** Tourism is the major industry. Several light industries have been established on Grand Bahama and New Providence in response

to special encouragement legislation; these include garment manufacturing, ice, furniture, purified water, plastic containers, perfumes, industrial gases, jewellery and others. Larger industrial activities in the Bahamas include refining, oil transshipment, manufacture of alcoholic beverages, pharmaceuticals, aragonite mining, solar salt production and cement. Two industrial sites, one in New Providence and the other in Grand Bahama, have been developed as part of the industrialization programme.

**Commerce :** The principal exports in 1980 were hormones, rum, salt, crawfish, cement, aragonite and plywood.

The principal imports in 1977 were Food, drink and tobacco, raw materials and articles mainly unmanufactured articles wholly or mainly manufactured, animals not for food.

**Imports and Exports :** Imports (1982) B \$ 3,051,000. Exports (1982) B \$ 2,444,000.

**Tourism :** Tourism is the most important industry in the Bahamas. It accounts for approximately 58% of government revenue and 66% of employment. In 1982 there were 1,947,742 foreign arrival in the Bahamas.

## **COMMUNICATIONS**

**Roads :** There are 240 miles of paved roads in New Providence, and 426 miles in Grand Bahama. The other major islands have 400 miles of motorable roads. In 1978, 51,290 motor vehicles were registered. There are no railroads.

**Aviation :** Nassau international airport is located on the island of New Providence, about 10 miles from the city of Nassau. There is another international airport at Freeport.

**Shipping :** In 1980, 678 cruise liners cleared Nassau

carrying 499,527 passengers; 653 cargo vessels discharged 268,477 tons of cargo at Nassau. There are indirect cargo services with U.K. and Canada via the USA and passenger services with the USA only.

**Telecommunications :** New Providence and all the major islands have automatic telephone systems of the latest type in operation.

**Newspapers (1985) :** There are 2 daily and 1 weekly newspapers in Nassau.

**Education :** Education is under the jurisdiction of the Ministry of Education and Culture. In 1980-81 there were 227 schools, and of these, 187 are fully maintained by Government and 40 are independent schools. Total school enrolment, 61,160. There are 38 government-owned schools in New Providence and 149 on the Family Islands. 24 independent schools are located on New Providence and 12 on the Family Islands.

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# INTERNATIONAL TRADE NEWS & NOTES

## WEST GERMANY SUPPLANTS U.S. AS LARGEST EXPORTER

West Germany has supplanted the United States as the world's largest exporter of goods, ending a leadership position that the U.S. took over from Britain in 1921.

According to the Geneva-based General Agreement on Tariffs and Trade (GATT), the value of West German exports reached \$200 billion in the first 10 months of this year, compared with \$180 billion from the U.S. The figure for the U.S. showed just a one per cent increase over 1985, while that for West Germany showed a 34.5 per cent increase.

Rough GATT estimates place total U.S. exports for 1986 at about \$200 billion, while German exports should reach \$230 billion.

Much of the German performance in dollar terms is explained by the dollar's devaluation against the mark this year. But it is clear that U.S. exports remain sluggish and cannot help much in reducing the U.S. growing trade deficit or stemming protectionist forces.

GATT's annual report (GATT international trade 1985-86) draws a slightly less pessimistic picture of world trade developments than at the start of this year. A mid-year forecast that world trade would grow by 3.5 per cent in 1986, compared with 3 per cent last year, has now been revised upwards to 4 per cent.

But the cause of the better performance is not lesser pro-

tectionism. The explanations lie in the rising market for fuel oils at the year end and in an upsurge in manufactured exports from some developing countries. For the first time, developing countries as a group, will earn more from their exports of manufactures in 1986, than from oil exports because of the low level of oil prices.

The strongest growth in trade, this year, was in road motor vehicles, household appliances and machinery for specialised industry. There were sharp declines in the value of world exports of food, fuels and non-ferrous metals.

## EFFORT TO BOOST EXPORTS

The Government, in an effort to boost exports, has announced a 20 per cent rebate on interest payments on all new loans granted by the financial institutions to export oriented industries. All concerns which are sanctioned loans on or after 1 December will be entitled to this rebate in the years in which their export sales exceed 25 per cent of their total sales. The 100 per cent export oriented units will also be eligible for this facility.

A new blanket permit scheme of foreign exchange, for funding on an exclusive basis the export promotion measures of 14 major industries identified by the Union Government as the thrust areas for export, is coming into force soon.

This was stated by Mr. S. S. Thakur, controller, ex-

change control division of the Reserve Bank of India at a meeting between exporters and banks and financial institutions, organised jointly by the Federation of Indian Exporters Organisation (Southern region) and the Indian Bank., recently.

Mr. Thakur said the new scheme, which is being worked out following the Union cabinet's decision to extend vigorous support to the identified thrust industries, was expected to be more liberal than the three blanket permit schemes for exporters already in force and would aim to provide an estimated five to ten per cent of foreign exchange revenues earned by these industries, for financing their export promotion schemes.

He noted that importers in various forums had spoken of the need to provide need-based export credit on soft terms so that Indian exporters were able to face the

keen competition from their overseas counterparts. The entire gamut of export credit was being examined by a high power committee of the Reserve Bank and its report was expected to be submitted shortly. Some of the issues raised by exporters like the quantum of export credit, the rate of interest and other related matters, would be considered by the committee, he added.

Mr. Thakur said increased exports was vital in the context of none-too-happy position on the balance of payments front and the task of achieving the Seventh Plan target of seven per cent annual growth in terms of volume and 12 per cent rise in terms of value was a challenge which the exporting community, commercial banks and Reserve Bank should meet effectively through a consultative and co-operative approach of seeking solutions to problems which came in the way of increased exports.

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# TRADE AGREEMENTS

## TUNISIA

India and Tunisia have agreed to set up a major fertiliser project in that country as a joint venture to meet the increasing requirements of this essential agricultural input.

Disclosing this recently the Union Minister of State for Industry, Mr. M. Arunachalam, told a news conference that on the express desire of the Tunisian Prime Minister Mr. Richard A. Sfar, India agreed to set up a joint working group for the establishment of the fertiliser project.

Mr. Arunachalam who led a 17 member Indian delegation to Tunisia as a follow-up to the last visit of the Tunisian Prime Minister to India, said that the two countries had also identified five projects for immediate establishment in that country as joint ventures.

For this purpose, the Tunisian Government at the instance of Prime Minister Sfar, has also waived the precondition of a minimum of 10 per cent contribution in hard currency by way of equity for the establishment of all joint ventures in that country in keeping with the Indian FERA regulations. As such, the equity participation by Indian partners will be only by way of supply, of capital equipment.

The projects identified include manufacture of components for mopeds and bicycles, brakes and coupling for railways, air conditioners, leather footwear, solar cookers, and pumps.

Mr. Arunachalam said the Tunisian authorities had also accepted the concept of small scale industries. They agreed

to establish a model agency comprising the Tunisian Agency for Promotion of Investments and National Small Industries Corporation for identifying the areas of co-operation and setting up small-scale industries in that country.

He said that he held an hourlong meeting with the Tunisian Prime Minister. This was followed by meetings with the Tunisian Ministers for industries, finance and planning, international co-operation, governor of the central bank and the development bank, as also chambers of commerce and industry.

He also met Mr. Habib Bourguiba junior, son of the president who evidenced keen interest in co-operation in the field of electronics, information technology and telecommunications. There were also prospects for export of components of telephone exchanges and satellite receiving antenna for the transfer of technology in advance cables, educational computers as well as prospects for employment of experts in the communication field.

## AUSTRIA

The Austrian Federal Economic Chamber and the Federation of Austrian Industrialists will assist the engineering and electronic sectors for manufacturing export quality products to facilitate Indian exports to Austria. They will also encourage specified sectoral delegations of Austrian wholesalers and importers to visit India.

Among the items of special export interest to India identified

at the second meeting of the Indo Austrian joint commission are several agro-chemical and petro-chemical products, drugs and for formulations, engineering and electronic components and intermediates, cotton, alumina, leather products and jewellery.

These are among the highlights of the protocol signed recently in Vienna at the end of three day meetings of the Indo-Austrian joint commission by Mr. R. Dayal, joint Secretary in the Ministry of commerce and Dr. Gerhard Waas, director general in the Austrian Ministry of Commerce, trade and industry.

It was also decided that Austria would identify possible areas of technical co-operation to manufacture in India items like ski gear, winter sports equipment and sports wear, for consumer goods like shoes and other leather products, carpets, home furnishings apparels, gift were to be imported from India in larger quantities.

The Trade Development Authority of India will organise a special promotion campaign in Austrian departmental stores with assistance of Austrian Federal Economic Chamber.

For an impetus to be provided to Indo-Austrian co-operation in third country projects, including joint bidding and sub-contracting in international tender, an institutional framework was agreed upon by way of the Engineering Export Promotion Council in India co-ordinating the exchange of information and follow-up action with the fed-

eral economic chamber in Austria. Some of the joint contracts are being executed by Indian and Austrian firms in Iraq, Indonesia and Thailand.

Since the first meeting of the joint commission held in New Delhi in December 1983, there has been a steady improvement in Indo-Austrian trade as well as industrial collaboration. The main items which have shown improvement include leather goods and readymade garments exported from India.

The Austrian delegation at the joint commission specially pleaded for technology transfer in the field of hydro-power for which they claimed to have developed sophisticated tunneling technology which they can offer to India together with special financial packages. Austria also showed interest in the supply of haflinger horses and karakul sheep, a number of which Austria has already supplied for the Indian army and the State of Jammu and Kashmir, besides participating in the special breeding programme karakul sheep in India.

## ZIMBABWE

Zimbabwe has offered to buy rice and jute from India, which on its part, has agreed to supply a wide range of items, equipment and machinery to meet the former's production and consumption requirements.

An agreement of providing for a credit of Rs. 10 crores by the Export-Import Bank of India to that country proposed earlier is likely to be signed by the visiting dele-



gation led by the foreign trade Minister of Zimbabwe, Dr. Oliver Munyaradzi.

He held detailed discussions recently with the Minister for Commerce, Mr. P. Shiv Shanker, for enlarging trade and economic co-operation between the two countries.

According to an official release, Mr. Shiv Shanker said that in the case of supply of capital goods, Machinery and complete plants, India was keen to complement the trade aspect with assistance in the form of transfer of technology involving deputation of experts, transfer of technical know-how, training of personnel and other elements of software assistance.

Such assistance is offered either on a cost-free basis or on terms of technical co-operation among developing countries.

Mr. Shiv Shanker said India would like to offer its experience and expertise for co-operation in the fields of power generation, hydro-electric projects, development of mines including mining equipment and machinery and transport.

He said his country would look forward to India playing an active role in developing state trading organisations in Zimbabwe and indicated that his delegation held useful discussions with the State Trading Corporation of India.

## POLAND

India has become Poland's most important economic partner among developing countries, says co-chairman of the Polish-Indian joint commission for economic trade and scientific-technological co-operation, Mr. Wladyslaw Gwiazda.

Poland expects 40 per cent increase in the Polish-Indian trade turnover this year. Last year, it reached \$ 163 million, with Polish exports, accounting for \$ 92 million.

In 1986, the Polish-Indian trade turnover reached \$ 230 million, with Polish export accounting for \$ 120 million.

Poland renders services to the Indian mining industry, in the form of designing, shafting along with supplies of shafting equipment, technical consulting and training of experts.

Poland is also collaborating to modernise the copper processing technology in the Khetri copper complex.

In the shipbuilding industry, co-production between Indian shipyards and the "Cegielski" plant and Polish

designing offices is developing favourably, with the Polish side giving assistance in the designing of ships and supplying of ships and supplying ship engines for the vessels built in India.

Mr. Gwiazda said further scope of co-operation lay in the fields of manufacturing heavy machine tools, combine-harvesters, chemicals, automobile industry, glass and construction materials industries as well as in natural environment protection.

## CMAN

The annual trade turnover

between India and Oman is likely to be doubled over the next two years.

This was indicated during discussions recently when a trade delegation from Oman, led by Mr. Ahmed Bin Abdul Nabi Macki, under-secretary in the Oman Ministry of commerce and industry, called on Mr. Priyaranjan Das Munshi, Minister of State for commerce.

Both sides emphasised that there was wide scope for substantially stepping up bilateral trade between India and Oman. It was agreed that necessary steps would be taken to promote closer interaction at the Government and business levels, though more frequent exchange of trade delegations so that export possibilities in specific areas could be effectively tapped.

Mr. Das Munshi said India had a large number of items to offer to Oman, notably engineering, leather goods, textiles and drugs and pharmaceuticals, and assured the Omani delegation that all steps would be taken to ensure the highest quality through rigorous inspections.

India's trade turnover with Oman amounted to Rs. 422.80 crores in 1985-86.

Although exports to Oman increased from Rs. 56.01 crores in 1984-85 to Rs. 64.48 crores in 1985-86. The balance of trade has been adverse for India largely owing to increase in imports of crude oil.

Imports from Oman stood at Rs. 358.32 crores in 1985-86.

India's main items of export to Oman are livestock, meat products, rice, cotton fabrics, cigarettes and some engineering goods.

Some of the points raised by the Omani delegation related to import of dates from Oman and quality control of foodstuffs.

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# INDIAN EXPORT HIGHLIGHTS

## ELECTRONIC

Indian manufacturers of electronic components, equipment and computer software have bagged orders worth Rs. 6.1 crores from the US. The orders were secured during the course of WESCON '86 fair which ended last fortnight at Anaheim California (USA). The fair which was organised by the Trade Development Authority was participated in by 13 Indian firms including SEEPZ.

Trade enquiries valued Rs. 10. crores were generated during the WESCON '86 fair. WESCON "Daily News" described the TDA stand a India's "most aggressive programme to attract electronics industry which won all round applause". It was visited by 1600 buyers.

Major items on display were : aluminium electrolytic capacitors, resistors, professional toggles rockers, pedals, miniatures, professional grade printed circuit boards, multilayer boards, wirewound resistors and potentiometers, semiconductor devices, software development power supply units.

Over 40 proposals from American industry for setting up joint ventures were received according to TDA, New York office. These relate to setting up of production units as well as assembly operations. Santacruz Electronic Export Processing Zone (SEEPZ) which participated in the show evoked considerable interest and specific enquiries were received by firms located in SEEPZ.

Senior representatives of 11 American companies will visit India to finalise trade deals. Over 20 American firms evi-

need interest in undertaking distribution of Indian electronic components in USA and Canada or represent Indian companies in USA.

## BICYCLES

The Ministry of commerce recently announced new measures for boosting the exports of bicycles and their components as well as industrial forgings and castings.

These two important industries are among the list of 35 Products in the engineering sector, which have already been identified by the ministry as 'thrust' areas for export promotion.

According to an official release, the measures recently cleared by the empowered committee of secretaries, envisage an export target of Rs. 250 crores for bicycles and their components by 1990. Of these, bicycles are expected to earn foreign exchange worth Rs. 50 crores and components the remaining Rs. 200 crores. The export earnings from these items had declined during the last few years.

The strategy lays greater emphasis on exports to the developed countries like the US. EEC members, countries such as the UK, West Germany and the Netherlands.

It has been decided that to enable the industry to manufacture lightweight bicycles and their components, import of these materials for export, production would be facilitated till adequate indigenous capacity is developed. For this purpose, the question of allowing higher levels of replenishment licences for a few years would be consider-

ed. Also, the availability of good quality steel from domestic sources would be ensured, the press release stated.

Since the major part of component manufacture is done in the small-scale sector, it has been decided to strengthen the bicycle R and D centre at Ludhiana to enable this sector to update its technology and increase the use of lighter materials for exports. For this purpose, a special task force is being set up in the office of development commissioner (small-scale industries) to look into the problems of upgradation of technology in this sector.

To enable larger companies to undertake production for exports, manufacturers will be allowed to enter this field subject to their exporting 60 per cent of the production.

## PROJECTS

The Union Government has at last given incentives for promoting exports of projects. A close watch is now being kept at the wide range of tenders floated by the World Bank, the African Development Bank and the Asian Development Bank.

The incentives in the shape of reimbursement of 50 per cent of the cost of bids for turnkey and construction projects as well as consultancy services, and grant of assistance from the market development fund under the Ministry of commerce, are expected to go a long way in making Indian bids competitive.

Another decision regarding project assistance to the extent of 10 per cent of the net foreign exchange earn-

ings from the service portion of contracts in respect of industrial turnkey and civil construction projects as well as for export of consultancy services, is significant.

In fact, these decisions should have been announced by the Government much earlier when there was a boom in developmental activities in the oil-rich countries such as Libya, Iran and Iraq.

In order to ensure close monitoring of projects, the Export Import Bank of India is understood to be maintaining profiles of about 200 projects for which tenders have been floated mainly by the World Bank and the African Development Bank. The profiles cover a wide range of areas like cement, sugra, agriculture, engineering, rural electrification and transmission, railways, roads as well as airports.

These project profiles are being maintained as India has, over the years, acquired experience, expertise and capability for execution of projects in diversified areas.

At present, there are over 200 consultancy organisations in the country, both in the public and private sectors, covering a broad range of areas:

Project opportunities had become significantly in the oil-producing countries of West Asia after the increase in oil prices, in the early seventies. These countries had undertaken large construction programmes to develop infrastructure on a massive scale. Indian companies had participated in this growth and had secured projects of a total value of Rs. 5,000 crores till 1981-82. Most of



these projects were, however, concentrated in two countries — Iraq and Libya.

But in the last few years, there has been a decline in construction contracts secured by Indian companies. The value of contracts secured in 1985 was Rs. 237 crores against Rs. 368 crores in 1984.

As regards turnkey projects the market is more diversified and the total value of the contracts secured by Indian companies is rather small. Turnkey contracts of a value of Rs. 82 crores only were bagged in 1985 against Rs. 222 crores in 1983.

The international scenario for the export of projects is becoming more competitive. The African continent, in particular, is poised for undertaking major developmental projects over the next couple of years. Indian companies, both in the public and private sectors, should, therefore, give more attention to these countries. It is also necessary to look seriously at other markets in South-East Asia, Latin America and even the developed countries where Indian companies would be able to operate. Indian expertise is considered competitive and favourable by African countries.

The Indian share in projects financed by multilateral financing agencies like the World Bank, The Asian Development Bank and the African Development Bank has been very low. The projects financed by these agencies do not suffer from the vagaries of payment problems and are implemented on the basis of fixed-time schedules. Even a 5 per cent share by Indian companies in such projects would give India export earnings of around 1.5 billion dollars a year, it is reckoned.

Moreover, it is proposed to extend the scope of the consortium approach so that Indian companies are able to get more orders for projects.

For oil surveys, including exploration work, setting up

of refineries and their maintenance and allied areas are being handled by two consortia — Hydro Carbons Ltd., and Petrochemicals India International.

In the case of Africa, India has also started giving credits for specific projects in order to secure more projects. With appropriate technology in its bag, India should be able to make a real break-through there.

### PEACOCK TAIL FEATHERS

The export of peacock tail feathers as well as articles and handicrafts, made from them, will be allowed, against irrevocable letter of credit or on production of a certificate by a scheduled bank in India, as evidence of advance payment, covering 100 per cent for value against specific export order.

An amendment to this effect was made through a public notice issued by the Chief Controller of Imports and Exports on October 8.

By another public notice, issued on October 9, minimum export prices for silver mica capacitor plates, were changed in the case of 17 specifications. The floor prices for various categories were announced on September 23 last.

### JUTE

Yet another 5000 tonnes of high grade jute is being exported to the USSR. The market has already reacted sharply. While prices of lower grade jute have slumped again owing to a drop in mill buying, higher grade jute prices have recorded a steep rise. According to market circles, after the conclusion of the deal, prices of higher grade jute would soar since the availability of those grades have already reached the point of scarcity.

The declining production of jute goods reflects an emerging lower demand for pro-

duction purposes. Arrivals in the country markets have dropped to 22,000 bales per day. Besides JCI, there are no takers for this quality at higher prices. Price of TD 5 jute has again plunged to Rs. 240 per quintal.

Output of jute goods for November at 93,100 tonnes was lower than 95,600 tonnes for October. Although hessian production was higher at 24,100 tonnes, sacking production dipped to 56,000 tonnes from 59,000 tonnes. Sacking production may continue to fall as the demand is not picking up owing to the political unrest and consequent economic disorder in Punjab. Carpet backing production improved to 5,100 tonnes from 4,500 tonnes and this enables Indian shippers to make a thrust in the expanding CBC market in Europe and America.

### TEA

Despite the 14 per cent drop in domestic tea production during the current year, tea exports have, by and large, not been affected and the gap in exports of 3 million kgs. till end July 1986 as compared to the same period in 1985, has been more than made up in the ensuing months.

According to information available with the tea board, export shipments during April to August 1986 were to the tune of 58.80 million kgs. which marked a slight improvement over the exports of 57.80 million kgs. of tea during the same period last year.

In value terms, however, the tea exported during April to August 1986 earned a foreign exchange revenue of Rs. 162.54 crores which was substantially lower than the Rs. 186.99 crores earned during the corresponding period of 1985. Unit price realisation declined from Rs. 32.35 per kg. in the period April to August 1985 to Rs. 28 per kg. in the corresponding period this year.

While tea exporters are hopeful of maintaining exports at the previous year's level of 220 million kgs., doubts persist whether the revenue earned can be maintained at 1985-86 level of Rs. 711 crores.

Tea prices are still Rs. 4 to Rs. 5 per kg. lower than those of last year and even with the projected increase in international tea prices on account of the global tea shortage, tea circles feel that they cannot increase sufficiently to cover the gap already created. Doubts are also being expressed about the availability of orthodox teas in the domestic market for export purposes.

### COFFEE

In the 1986-87 season, the production of coffee is placed at 170,000 tonnes which will mean that there will be an export availability of 50,000 tonnes. In the current context of global shortage of the commodity which has compelled Brazil to import 1.5 million bags (60 kg. each) for domestic consumption, the scope for India to enter new markets is bright. But the snag is the steep.

### AGRO PRODUCTS

Exports of agricultural products are expected to increase substantially during the current year (1986-87), thanks to the 10 per cent cash compensatory support (CCS) given to the export of various oil mills which crush cotton, seeds, groundnuts, soyabean, rapeseed and ricebran.

Mr. Mathuradas H. Mehta, Vice-President of the Federation of Indian Export Organisations (FIEO) and convenor of Committee on agricultural products, told reporters recently that the total agricultural exports for the current year would touch nearly Rs. 3300 crores, against Rs. 2400 crores in the last year.



# INTERNATIONAL TRADE FAIRS & EXHIBITIONS

## CHINA PEOPLE'S REPUBLIC OF

**CHINA BEVERAGE** — Nanjing-March 10-15, 1987. Int. Brewing, Beverage Processing & Packaging Equipment Exhibition. For further details contact : Morgan-Grampian Exhibitions Ltd., 30, Calderwood Street, London, SE18 6WH, U.K. Tel : 01-855-7777.

**ELECTRIC POWER & WATER EXHIBITION** — Beijing — March 10-16, 1987. For further details contact : China Promotion Ltd., Room 2503, International Building, 141 Des Voeux Road, Central, Hong Kong.

**WOODWORK CHINA** — Shanghai — March 4-9, 1987. Int. Exhib. Timber Processing, Woodworking & Furniture Making Machinery. For further details contact : Overseas Trade Show Agencies Ltd., 11, Manchester Square, London, W1M 5AB. Tel : 01-486-1951.

**EGYPT**  
20th **CAIRO GENERAL TRADE FAIR** — Cairo — March 14-17, 1987. For further details contact : The General Organisation for Int. Exhibitions & Fairs, Exhibition Grounds, Nasr City. Tlx: 92600 FAIR.

**GHANA**  
**GIFEX** — Accra — February 7-16, 1987. Int'l Furniture & Woodworking Industry Exhibition. For details contact : Gifex, P.O. Box 32, Trade Fair Site, Accra, Ghana. Telex : 3207 BHT3.

**MALAYSIA**  
**ELENEX MALAYSIA** — Kuala Lumpur — March 25-28, 1987. Int. Electrical & Electronic Engineering Exhibition. For further details contact : Overseas Exhibi-

tion Services Ltd., 11, Manchester Square, W1M 5AB, U.K. Tel : 01-486-1951. Tlx : 24591.

**ENERGY MALAYSIA '87** — Kuala Lumpur — February 17-20, 1987. 1st Malaysian Int'l Energy Exhib. & Conference. For further details contact : Perkhidmatan Pameran & Media, 5th Floor, Wisma Central, Jalan Ampang, Kuala Lumpur. Telx : 30675 SELINA.

**SAFETY** — Kuala Lumpur — February 19-22, 1987. Asian Int. Safety, Security & Fire Equipment Exhibition. For further details contact : ADG Exhibitions, 11, Lynton Road, Chesham, Bucks, HP5 2BU, U.K. Tel : 0494-775444.

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**CATERING '87** — Istanbul — February 25 — March 1, 1987. 2nd Int'l Hotel, Motel, Restaurant and Catering Services Machinery and Equipment Fair. For further details contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel :

070-462683.

**DINLENCE '87** — Istanbul — March 6-15, 1987. 6th Int'l Boat Show. For further details contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS, The Hague. Tel : 070-462683.

**FOOD & BEVERAGE '87** — Istanbul — February 25 — March 1, 1987. 2nd Int'l Trade Fair for Alcoholic and Non-Alcoholic Beverages, Ready-to-Serve Food for Catering Industries. For details contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS The Hague. Tel : 070-462683.

**SPORTS SHOW '87** — Istanbul 6-March 6-15, 1987. 1st Int'l Sporting Equipment, Sports Goods and - Sporting Fashion Fair. For details contact : Commercial Counsellor, Turkish Embassy, Jan Everstraat 15, 2514 BS, The Hague. Tel : 070-462683.

**VENEZUELA**  
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# BOOK REVIEWS

## MAJOR COMPANIES OF THE ARAB WORLD 1986

The new tenth edition of this established source of reference on Major Companies of the Arab World is now available. It contains the essential features that have distinguished it over the past eleven years, updated to take into account the significant changes of the past year.

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The fluctuating oil market, the Gulf War and the shift in emphasis from construction to maintenance projects — to give only three examples — have now made business in the region subject to change and uncertainty. Yet the achievement remains. With oil revenues and sustained economic activity,

business in the Arab World is now a permanent aspect of trade, finance and investment worldwide. As such, for those with a permanent position in the region to maintain, for those searching out those opportunities that are still available even in the more severe competition that now exists, and for those in the banking community, in Government and in the service industries who require reliable facts and figures speedily and efficiently, 'Major Companies of the Arab World 1986' in its new tenth edition is required reading.

**HOW TO DO BUSINESS IN GERMANY**, Published by the Indo-German Chamber of Commerce, Maker Towers 'E', 1st Floor (Opp. World Trade Centre) Cuffe Parade, Bombay 400 005. P.O. Box No. 11692, Bombay-400 029. Tel.: 216131/216118. Price : Rs. 60/-.

The new guide for Indian Companies and individuals intending to start business in Germany is more comprehensive and gives more detailed information than the previous editions of the INDO-GERMAN CHAMBER OF COMMERCE.

Besides general information on the German market, German infrastructure and German trade fairs, the publication gives useful hints on "HOW TO APPROACH THE GERMAN MARKET". In the legal part, the main forms of partnership, company, etc. are introduc-

ed; the most important rules and regulations are listed and an introduction to German tax and labour law as well as the foreign exchange regulations are given.

The Appendix contains addresses of organisations, banks, etc. which may be approached for assistance.

**BUSINESS DELEGATION TO THE PEOPLE'S REPUBLIC OF CHINA — March 30-April 8, 1986 — A Report published by Indian Chamber of Commerce, India Exchange, 4, India Exchange Place, Calcutta 700 001. No. of Pages 115. Price Rs. 60/-.**

The publication is useful as a business guide to China. It explains how to do business with China, identifies areas of business opportunities in China and provides information regarding regulations governing import and export inspection, investments and patent system in China. It also discusses, China's economic performance and potential, role of import and export Corporations in China, prospects of special economic zones and brief summary of market channels and consumption pattern in China.

**WORLD DIRECTORY OF TRADE PROMOTION ORGANISATIONS, INTERNATIONAL TRADE CENTRE, UNCTAD/GATT- Geneva has published 1986 edition of World Directory of Trade Promotion organiza-**

**tions and other foreign trade bodies. The 3rd edition contains pages 144 for 165 countries/territories. Rs. 60/-.**

The Directory of trade promotion organizations and other national bodies involved in international trade includes foreign trade ministries, trade promotion organizations, import promotion offices, chambers of commerce in principal trading areas and/or Federations of chambers of commerce, and some public trade organisations. It lists organisations in alphabetical order of countries with addresses, telephone and telex numbers, cable codes and an indication of main types of activities.

The aim of the Directory is to provide developing countries with a reference book to useful addresses that will help establish contacts with and encourage a direct flow of information between bodies responsible for facilitating and promoting international trade.

The Directory includes trade promotion focal points known to ITC, such as Ministries of foreign trade, trade promotion organizations, import promotion offices, chambers of commerce in principal trading areas and/or federations of chambers of commerce and some public trade organizations. Telex and telephone numbers and cable addresses are included to facilitate communication. An indication of the main types of activities carried out by the organizations are given.



# INDIAN PLASTIC INDUSTRY

## — A Review

The Indian plastics industry is poised for a great quantum jump in production from the present of around 500,000 tonnes to 1 million tonnes by 1989-90 and to 2 million tonnes by the year 2000. "The application of plastic materials will almost be like a revolution in the country," said Raman Patel, President of the Indian Plastic Institute at a Seminar on "Revolution and future trends in plastics and rubber Technology" held in Bombay recently.

Patel pointed out that plastics will replace many traditional materials such as metals and wood, saving a large amount traditional materials such as metals and wood, saving a large amount of energy as well as contributing to conserve wood and timber. Plastics will soon form the basic ingredient in the growth of many industries. It is observed that when India enters the 21st century that plastics will share equal importance with electronics as sunrise industries.

Thus plastics has come a long way. In the early fifties it was considered something of a novelty, then in the seventies it became a substitute material and finally in the current situation it is considered one of the essential materials in industry.

However at the same Seminar, R. Ramani executive director of the Plastics and Linoleums Export Promotion Council (PLEXCONCIL) has said that the export target of Rs. 500 crores by 1989-90 is somewhat unrealistic. He expects that only Rs. 250 crores worth of exports to be reached by this target year.

Ramani points out that the Indian Plastics Industry has achieved a commendable progress in exports over a period of about 30 years as is seen from the export figures of Rs. 0.76 crores in 1955-56 and Rs. 52 crores in 1983-84 and Rs. 73 crores by 1985-86. Yet as compared to International Trade in Plastics statistics, Indian exports are in very small fraction of global exports. Ramani says that the slow pace of the the development of the Indian Plastics Industry, and consequently of exports, has been due to the very low consumption of plastics in the country.

When we compare India with another Asian developing country such as South Korea, the performance of the latter country is surprising. The performance is tabulated below:

	INDIA		SOUTH KOREA	
	1977	1984	1977	1984
LDDE	24,800	1,00,000	57,152	1,50,000
HDPE	24,000	34,000	6,158	1,31,000
PVC	55,000	60,000	1,14,223	3,00,000
Polystyrene	14,000	15,000	36,436	1,44,000

These figures show that South Korea is far ahead of India in the production of all types of plastics despite the South Koreans have the further impediment of having their economy destroyed during the Korean War of 1950-53. The resin technology of the South Koreans is much stronger than the Indian one. Similarly in processing technology and product upgradation South Korea and Taiwan have achieved a standard comparable to the advanced countries. The free flow of technology from

the advanced nations has developed their technologies and revolutionised the processing sector in these two countries. In order to compete in world markets since the domestic markets of South Korea, Taiwan, Hong Kong and Singapore are too small to absorb all domestic production, the Governments of these countries provide incentives and encouragement to their industries to export.

Hence to compete in world markets these industries in these countries have opted for economies of size and thus mass production is the way to reduce product prices. Before projections were made for mass production the quality of consumer preference had to be ascertained. Once the product prototype met with the stringent quality standards of the consu-

since steel is an essential raw material for constructing new plants and expanding the capacities of old ones.

The Council (PLEXCONCIL) has recently conducted a study in the newly industrialised countries of South East Asia. The countries selected were Singapore, Hong Kong, Taiwan, and South Korea. The Study Team found that the technological development in the plastics industry in these countries was far more advanced than in India. This gave their plastics industries a perceptible competitive edge in the international market. Indian industries in this sector are struggling with lopsided technology which has compelled them to depend heavily on developed countries for advanced technology.

mer then the decision to mass produce was taken. This procedure is heavily consumer-oriented unlike as in India where decisions to invest and produce are taken without first making sure that the product will be accepted in the market. Thus we have the huge steel plants which produce steel which three times the international price thereby raising costs and pricing all downstream products out of both domestic and foreign markets and perhaps has contributed to the cost escalation in other industries

Although the countries mentioned above did not have an knowledge of the petroleum industry, petro-based raw materials are being produced in abundant quantities so that sufficient quantities are available for export at competitive prices. Despite India's being a producer of petroleum, the basic raw material, this advantage has not helped to produce the raw materials for the plastics industry in sufficient quantities and the country has had to rely on large imports to feed the Indian manufacturers.



Dr. S. Ganguly, Managing Director of Indian Petrochemicals Ltd. (IPCL) also says that world production of plastics has jumped over the last 30 years from 1.5 million tonnes in 1950 to around 43 million tonnes in 1980 showing a growth of 3000%. In the early fifties India began production of polystyrene and low density polyethylene. In the sixties National Organic Chemicals Ltd. (NOCIL), Herdillia Chemicals Ltd. and Polyolefins Ltd. (PIL) went on stream in the new Thana-Belapur Industrial belt.

In the seventies the government-owned Indian Petrochemicals Ltd. (IPCL) was launched and existing plants also expanded capacity and consumption of thermoplastics, says Ganguly, rose from 34,300 tonnes in 1965-66 to 368,000 tonnes in 1983-84 showing more than a tenfold rise in consumption.

**End products :** Plastics raw materials cannot be used directly by the consumer but need to be converted into useful end-products. In this regard, the plastics processing and conversion industry has also recorded considerable progress during this period. The present installed capacity in primary processing sector for different end-products is approximately 12 lakh tonnes annually.

Currently there are 8,500 primary processing units (8% in the small scale sector) with an investment of Rs. 200 crores in fixed assets, having a sales turnover of about Rs. 900 crores and providing direct employment to about 1.3 lakh people. This indicates a current average investment per unit of about Rs. 2.4 lakhs, generating an employment of about 6.2 persons per lakh of fixed investment. This investment also provides employment and business opportunities to a large number of other persons of the secondary and tertiary sectors which supply various inputs and at the same time handle a

large quantity of finished products.

**Vital statistics :** These vital statistics of the primary processing sector are indeed impressive and today provide the inherent strength of the plastics industry. To a large extent, this has been possible due to the entrepreneurs own skills and initiatives, backed by efforts of all the new material manufacturers and lately by IPCL by making available plastics raw materials throughout the country at a uniform price and providing support even to the small and tiny producers through product/market development and promotion programmes and on-the-spot technical services. The Union Government also through its industrial policy of encouraging small-scale units, particularly in backward and zero industry areas as well as soft loans and financial incentives backed with requisite infrastructure facilities have greatly helped

in the proper growth and disbursement of the small-scale industry throughout the country.

This has all helped the processing industry to come of age, and from simple household products made in the early fifties, the industry today is deploying more efficient conversion equipment to manufacture myriad newer types of products for import substitution, and products which are vital to our industry and agriculture.

**Conversion Machinery Manufacturers :** The important link between the plastics raw materials and the end product is the conversion machinery which is being manufactured in our country in a wide range. Starting with simple extrusion systems and hand operated moulding machines, the indigenous machinery manufacturers today offer fully automatic and sophisticated injection moulding machines

up to 800 tonnes locking force; extrusion lines for products such as TQPP, HM-HDPE and rigid PVC films, twin screw extruders for PVC pipes, extrusion/stretch lines for strapping, and monofilaments, extrusion coating and co-extrusion plants for multi-layer films and a wide range of other auxiliary equipment.

Many machinery manufacturers have even entered the export markets, thus highlighting the better vs. performance aspects of Indian machines, and the process of 'up-date' is continuing through the existing foreign collaboration agreements while some new ones are also being contemplated.

But the indigenous plastics industry is reeling under the weight of indirect taxes and this view is endorsed by N. K. Patel, joint managing director of the Thane-based R. H. Windsor (India) Ltd. (estimated sales : Rs. 13 crores). Patel's company has been a pioneer in the manufacture of plastic process machinery since he promoted R. H. Windsor group, in collaboration with the world famous Windsor group, UK in 1964. There are three types of machinery for processing raw materials — all of which R. H. Windsor manufactures, says Patel — injection moulding equipment which produces items such as buckets and other wage goods, extrusion equipment which produces film and pipes for industrial use and blow moulding equipment for producing bottles and containers. Since it went into production in 1964, R. H. Windsor has been the country's largest manufacturer of plastic processing machinery and has also played a significant role in adapting imported design and technology for the specific needs of the Indian processing units and also for export too.

Among the other manufacturers of plastic processing machinery in the organised sector are SLM Maneklal Industries Ltd. and the public sector HMT Ltd., but these

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companies only produce injection moulding machinery. There are others such as Boolani Engineering Corporation which, however, concentrates on the production of down-market low price plastic processing equipment of the machinery in the Rs. 1.5 to Rs. 30 lakhs range manufactured by R. H. Windsor.

The major market according to Patel is for extrusion machinery since there is a growing demand for both flexible as well as solid packaging such as film, sachets and containers such as jerry-can etc. In this segment the demand for end-products over the past few years has been growing at an annual rate of 12%-15% and even in the other segments of the industry growth despite high prices has not been far behind. This performance is far above what has been described as the Hindu rate of growth for the rest of the economy," says Patel.

Despite the apparent simplicity of plastics as wage

goods the end product requires sophisticated upstream inputs from capital intensive petro-chemical manufacturing organisations which provide the downstream moulding extrusion and blow moulding units with a whole range of petroleum-origin intermediates which are capable of being converted into end-products by low technology small-scale units.

**Major component :** "Most plastic raw materials are products of the oil industry. Naptha, which is one of the major components of crude oil, is further cracked into important hydrocarbons such as ethylene, propylene, butadiene, benzene, etc. These petrochemicals fractions form the feedstock for producing polyethylene, both low and high density CLOPE HDPEJ Polypropylene, polystyrene polyethylene, PVC and other commodity plastics," says R. S. Risboud, marketing manager of the Indian Commercial Co. Pvt. Ltd. the bulk distributor for Polychem Ltd.

a Bombay based company of the Kilachand group and which manufactures plastic intermediates, polystyrene and ABS plastic. Spokesman of the All India Plastics Manufacturers Association (AI-PMA) say that excise duty imposts on plastics is extremely high and point to the lev of 100—266% import duties on imports of cellulose acetate or cellulose nitrate sheets. V. C. Poojara who is currently Chairman of the PLEXCONCIL and also of the All-India Spectacle Manufacturers Association, says, "Spectacle manufacturers use cellulose acetate or cellulose nitrate sheets to manufacture spectacle frames and related products and these raw materials are subject to very high duties. Though the duty is high we have been able to compete successfully in both the domestic and export markets by maintaining high quality standards through continuously upgrading design."

**Below target :** The fears that this would affect the

overall export performance of the industries grouped under PLEXCONCIL have been well-founded and total for 1985-86 have limped to Rs. 73.49 crores which though more than Rs. 2 crores higher than the Rs. 71.21 crores recorded in 1984-85 is more than Rs. 5 crores below the target set for the year in question. In addition to this there is a major shortfall in the exports from the Southern Region which has shown a deficit of Rs. 3 crores probably because imports by Sri Lanka have been drastically cut down due to the civil war in that country.

PLEXCONCIL has a membership of 1,264 of which around 120 are in the Southern Region and has divided exports commodity-wise. These are around 27 items. The first is expanded polystyrene products. In this the exports had fallen considerably from 13.08 lakhs in 1984-85 to 11.30 lakhs in 1985-86. But with exports showing an increase on monthly average to Rs. 2.80 crores in March



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1986 there is strong hopes for this commodity to exceed the 1985-86 export figures during the current year i.e. 1986-87.

**Pens :** The second group consists of fountain pens, ball point pens, sign pens, fibre tip pens. This is a small scale industry item and Prime Minister Rajiv Gandhi in his recent speech at Auckland New Zealand said that small entrepreneurs have shown remarkable enterprise in pushing up exports while big business houses were not exerting themselves to export. The Government owned Indian Petrochemicals Corporation is also helping small ball pens manufacturers to set up small production facilities with technical guidance and supply of raw materials on a credit basis. Exports in this category have passed the Rs. 1.18 crore target set for 1985-86 and reached 1.72 crores as compared to Rs. 1.06 crores achieved in 1984-85. The top exporter in this category both in 1981-82 and 1982-83 was the Wimco Pen Co. Bombay and the Second Best Award in these two years was won by a New Delhi-based company, Ambitious Gold Nib Mfg. Co. (Pvt.) Ltd., New Delhi.

**Helmets etc. :** The third commodity category is that of glass fibre reinforced polyesters and manufactures consisting of helmets, epoxy resin pipes and others. Exports in this sector have however fallen from Rs. 1.23 crores in 1984-85 to Rs. 0.93 crores far short of the Rs. 1.78 crores target fixed by the Council for 1985-86. The exports for the month of March 1986 of Rs. 3.61 lakhs augurs well for the coming year. For these items V.M. T. Fibre glass Industries, won the top exporter's award in the years 1981-82 and 1982-83. Pioneer Protective Glass Fibre Pvt. Ltd. also of Calcutta won the Second Best Exporter's award in 1981-82 and in the following this award was not given to any company.

**Laminates :** Laminates such as phenolic melamine are another of the items which has slipped down in export earnings in 1985-86. Exports of laminates fell from Rs. 4.01 crores in 1984-85 to Rs. 3.22 crores in 1985-86. In this category Bombay-based Bakelite Hylam Ltd. won the top export award both in 1981-82 and 1982-83. The

Second Best Exporters' award was won in both these years by the Formica Division of Bombay Burmah Trading Corporation Ltd. Bombay.

**Plastic bangles :** Exports of this commodity are moving up as is shown by the export figures provided by PLEXCONCIL. From Rs. 85.32 lakhs in 1984-85 exports of plastic bangles have risen to Rs. 95.87 lakhs. An according to the exports of Rs. 8.64 crores in March 1986 exports for the current financial year are expected to rise even further. Though Prafull Industries, Bombay has won the award for the top exporter in both the years the Second Best Exporters award was won by Panday Plastics, Bombay in 1982-83 while in 1981-82 the Shah Export Corporation, Bombay was the second best exporter of plastic bangles.

**Plastic Dental Materials :** For the first time exports of plastic denture and dental materials was begun in the year 1984-85 and in that year exports totalled Rs. 1.53 crores but against an export target of Rs. 1.5 crores in 1985-86 the export performance

was amiserable Rs. 52,593. The outlook for this particular commodity, say observers is not very favourable for the current year.

**Plastic Electrical Accessories :** This item is facing a declining trend with exports falling from Rs. 3.22 crores in 1984-85 to Rs. 2.86 crores in 1985-86 and thereby falling far short of the PLEXCONCIL target of Rs. 4.18 crores. In 1981-82 and 1982-83 Precious Industries, Bombay won the Top Exporter's award. On the other hand while Choudhary International, Bombay won the Second Best Exporter's award in 1981-82, this award went to Chckscns Pvt. Ltd. Bombay, in the following year.

**Plastic Imitation Jewellery :** The export performance indicates a rising trend from exports valued at Rs. 1.67 crores in 1981-82 to Rs. 1.79 crores in 1982-83 though still short of the mark of Rs. 1.98 crores set by PLEXCONCIL. The Oriental Manufacturing Co., Bombay was the top exporter in both 1981-82 and 1982-83. But while Munshi Jewellery Manufacturers, Bombay stood second in the first year above no company won it in the second year mentioned above.

**Hand Bags, etc. :** The exports of plastic hand bags, purses and other PVC goods have more than doubled between 1981-82 and 1982-83 i.e. from Rs. 1.02 crores to Rs. 2.31 crores. This figure is also far above the PLEXCONCIL target of Rs. 1.35 crores.

**Plastic Moulded & Extruded Goods :** This is one of the important export commodities in the PLEXCONCIL list and exports in 1984-85 reached the height of Rs. 8.89 crores. Unfortunately exports in 1985-86 are lower at Rs. 7.90 crores despite the March exports being nearly Rs. 87 lakhs higher than in March 1985.

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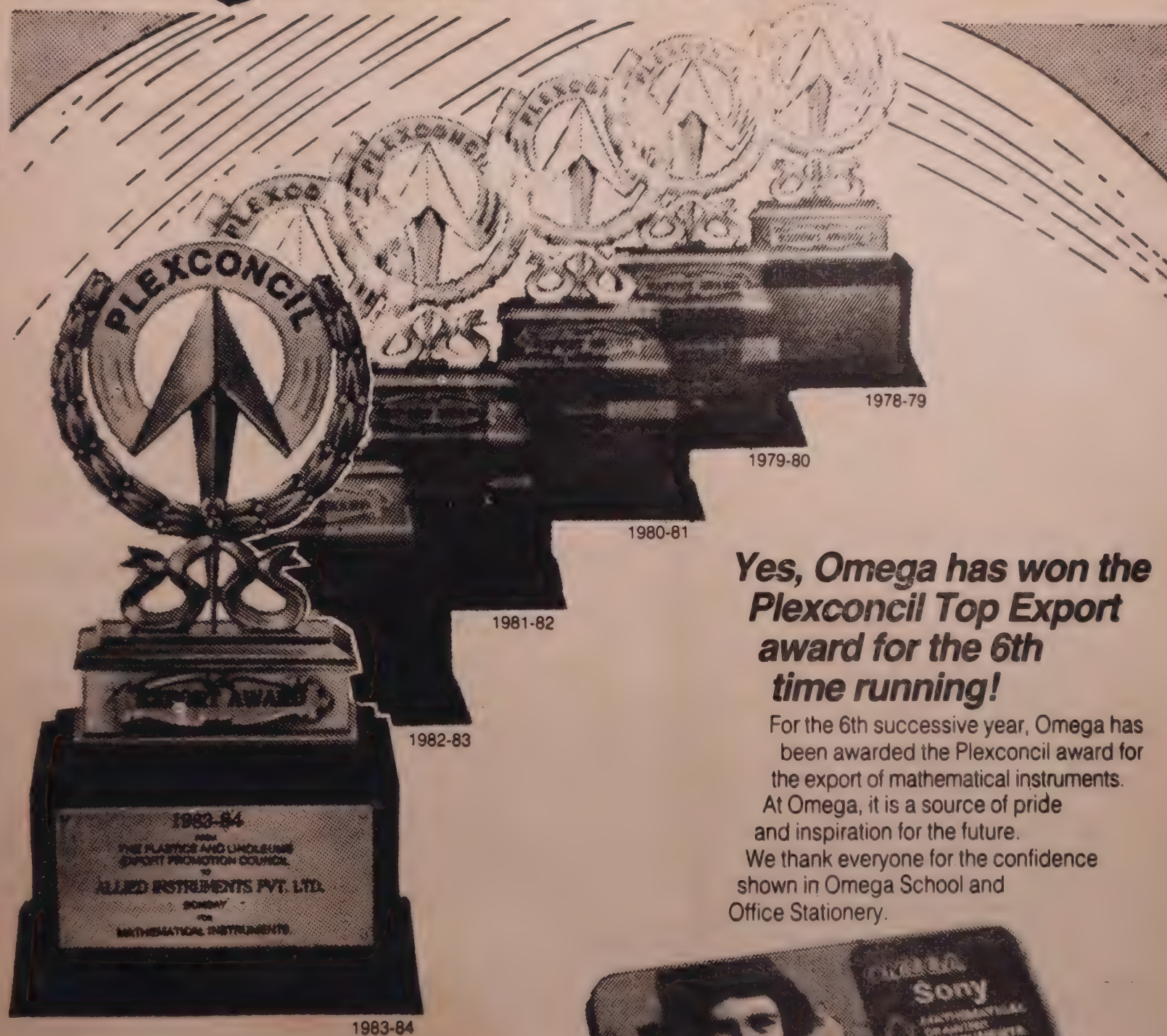
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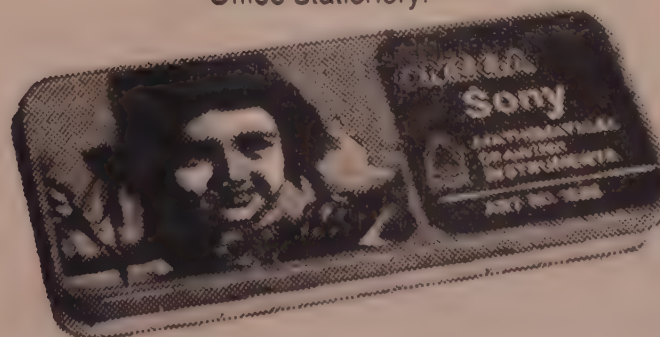


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Ropes, Twines, Bristles & Strapping Exports of this item are improving since they have moved up from Rs. 1.46 crores in 1984-85 to Rs. 1.67 crores in 1985-86. Under this category Garware-Wall Ropes Ltd., has been the top exporter for the years 1981-82 and 1982-83.

Plastic .School & Office Stationery. The exports of this item has fallen from Rs. 29.20 lakhs to Rs. 10.68 lakhs in 1985-86 and the trend is not favourable for this commodity in the export markets.

**Plastic Moulded Luggage :** Exports of this product have doubled from Rs. 1.71 crores in 1984-85 to Rs. 3.43 crores in 1985-86. There are three companies which are engaged in the export of this commodity, Blow Plast Ltd., Universal Luggage and Safari. However Blow Plast has won the Top Exporter award for both 1981-82 and 1982-83.

**PVC Gramophone Records & Accessories :** Exports of this item have fallen from Rs. 1.65 crores in 1984-85 to Rs. 1.45 crores in 1985-86. The Gramophone Co. of India Ltd. Calcutta won the Top Exporter award for the years mentioned above. Music India Ltd. Bombay was the Second Best exporter in these two years.

**Pre-Recorded Cassettes :** These products are showing a rising trend in exports moving up from Rs. 27.23 lakhs in 1984-85 to Rs. 35 lakhs in 1985-86. This category continues to be dominated by the Gramophone Co. of India Ltd. Calcutta and Music India Ltd. Bombay which the Top Exporters and Second Best exporter respectively in both the years mentioned above.

**Video Cassettes :** Exports of this item have almost doubled from Rs. 3.74 crores in 1984-85 to Rs. 6.12 crores in 1985-86. The Top Exporter in 1981-82 and 1982-83 in

this category was Esquire Video Film Services Pvt. Ltd. Bombay. While there was no Second Best Exporters in 1981-82, Rishi Electronics Ltd. New Delhi won the Second Best Exporter award in 1982-83.

**PVC Rigid and Flexible & Conduits.** This item is an important part of the PLEXCONCIL portfolio and though exports have fallen slightly in 1985-86 to Rs. 9.20 crores from a peak of Rs. 9.34 crores in 1984-85, this is much higher than the PLEXCONCIL target of Rs. 8.68 crores. However the awards have been divided into Rigid and Flexible pipes and conduits. For Rigid PVC pipes Wavin India Ltd. Madras won the Top Exporter award in both years while the Bombay-based Garware Plastics and Polyesters Ltd. was the Second Best exporter in both the years. And according to a recent press report (18th October Garware Plastics & Polyester Ltd. has won the prestigious Maharashtra Government's export award for 1984-85 for their outstanding performance in the field of exports. In the Flexible hose pipe category the Top Exporter was Ajay Industrial Corporation, New Delhi in 1981-82 and the Second Best exporter award was on by Duton Plastica Pvt. Ltd., Ahmedabad. There were no awards in the following year.

**Polythene Flexible & Rigid Pipes.** Exports of this items have fallend from Rs. 61.47 lakhs in 1984-85 to Rs. 54.70 lakhs in 1985-86. The top exporter of this material in 1981-82 was Exomet Ltd. Bombay with Polyolefins Industries Ltd. Bombay as the Second Best Exporter. In 1982-83 Orissa Plastics Ltd. Calcutta won the Top Exporter award while Exomet was Second Best.

**Spectacle Frames :** This is perhaps the single lragest export item in Plastics but it has been affected by the lack of orders from the Soviet

Union towards the end of 1985 and hence exports of spectacle frames have fallen from Rs. 19.15 crores in 1984-85 to Rs. 15.70 crores in 1985-86. In 1981-82 the winner of the Top Exporter award was Pioneer Exim, Bombay and the Second Best Exporter was Elite Optical Industries, Madras. In the following year Elite moved up to the Top Exporter position while Arun Opticals, Bombay was the Second Best exporter. However in 1983-84 and 1984-85 the Montex Corporation, Bombay has won the Top Exporter's award.

**PVC Sheeting :** This commodity's exports have moved up from Rs. 27.93 lakhs in 1984-85 to Rs. 33.99 lakhs in 1985-86. In 1981-82 and 1982-83 Caprihans (India) Ltd. Bombay was the Top Exporter while Bhore Industries Ltd. Bombay was the Second Best Exporter.

**PVC Leather Cloth :** This item forms an important part of the exports of plastics. Exports in 1985-86 have jumped nine times over the Rs. 1.39 crores recorded in 1984-85 to reach Rs. 11.25 crores. In this Bhore Industries Ltd. Bombay was the Top Exporter and National Leather Cloth Mfg. Co. Bombay was the Second Best. In 1984-85 Goodluck Plastic Industries has won the Leather Cloth Export Award of the Maharashtra Government. Metallised Lacquered Polyester Film. Exports of this product have risen from Rs. 3.89 crores in 1984-85 to nearly double to Rs. 5.89 crores in 1985-86. In this category Garware Plastics and Polyester Ltd. Bombay has won the Best Exporter's award recently.

**Plastic Laboratory ware :** This items has appeared in the export lists only in 1985-86 and in its maiden appearance has reached Rs. 1.51 lakhs.

**Dolls, Toys, Games etc. :** This item has moved up in

exports from Rs. 2.29 lakhs in 1984-85 to Rs. 3.55 lakhs in 1985-86.

**Felt and Jute Based Linoleums :** This item is also buoyant in the export markets with an almost double figure of Rs. 4.49 crores in 1985-86 as compared to Rs. 2.74 crores recorded in the previous year

**Polyester Resins :** This product was exported for the first time and has achieved exports valued at Rs. 1.51 lakhs.

**Polylined Jute Goods :** These exports have rise from Rs. 23.16 lakhs in 1984-85 to Rs. 28.92 lakhs in 1985-86.

Urea Formaldehyde Moulding Powder is also showing an upward trend in exports jumping from Rs. 13.68 lakhs in 1984-85 to Rs. 23 lakhs in 1985-86.

**Human Hair & Its Products :** This item has risen from exports of Rs. 47.20 lakhs to Rs. 53.71 lakhs.

**Cine Positive/Negative & X-Ray Film:** This products has moved downwards in exports from Rs. 19.28 lakhs in 1984-85 to Rs. 4.65 lakhs in 1985.86.

Thus the total exports under PLEXCONCIL in 1985-86 have just been Rs. 2 crores higher than that of 1984-85 at a level of Rs. 73.49 crores.

While Dr. Ganguly, IPC says the plastics industry is on the threshold of rapid growth, M. S. Patwardhan Managing Director, NOCIL points out that the economies of scale mar the productivity of Indian manufacturing units. As a result the raw materials for producing plastics are 100% above the international prices. The proposed expansion in capacity can only bring down prices if raw materials like naphtha would be priced at the international rate. If this does not happen then the Indian plastics exports are likely to be priced out of international markets.





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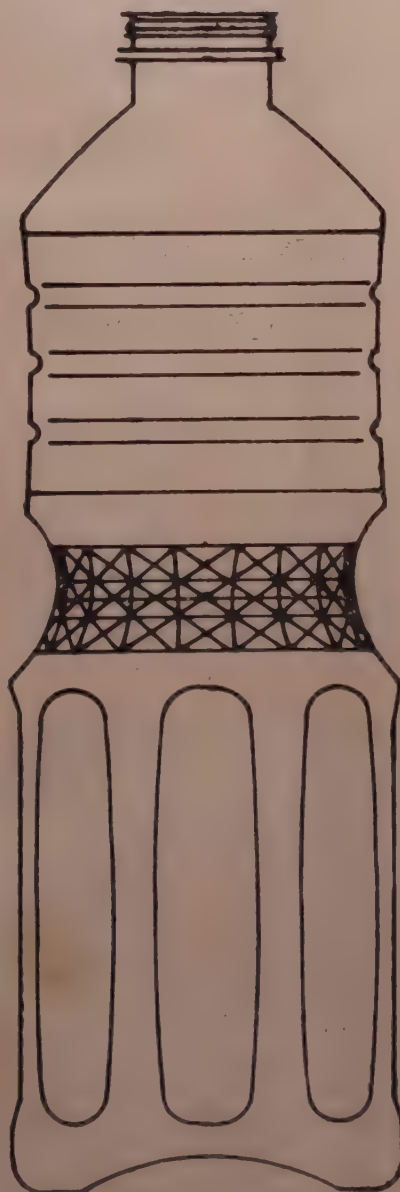
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# THE PLASTICS AND LINOLEUMS EXPORT PROMOTION COUNCIL : BOMBAY

Commodity	Exports in April/March, 1986 Rs.	Commodity	Exports in April/March, 1986 (Rs.)
<b>GROUP 'A'</b>		Polyurethane Foam & its Products	—
Expanded Polystyrene Products	11,30,978	Nitro Cellulose Cloth	—
Fountain Pens, Ball Point Pens	1,72,09,160	Acrylic Sheets	77,565
Sign Pens, Fibre Tip Pens etc.		Friction Dust (Phenolic based Polymer)	—
<b>Glass Fibre Reinforced Polyesters &amp; Manufacturers :</b>		Metallized Lacquered Polyester Film	5,58,01,801
i) Helmet		Plastic Laboratorywares	1,51,030
ii) Epoxy Resin Pipes	93,85,616	Dolls, Toys, Games all types & Plastic items those of Wood	3,55,066
iii) Others		Papier Mache & Rags.	
Laminates (Phenolic Melamine)	3,22,33,067	Acrylic/Modified Polyester Structural Fibre Reinforced Panels:	—
Plastic Bangles	95,87,319	<b>Decorative/Textured Coat/Tiles :</b>	
Plastic Denture Materials & Plastic Dental Products.	52,593	i) Stone Finish	—
Plastic Electrical Accessories	2,86,51,388	ii) Glass Finish	—
Plastic Imitation Jewellery	1,79,72,184	Not mentioned elsewhere	—
Hand Bags, Purses & other PVC Fabricated Goods	2,31,98,081	Industrial Components Engineering Plastics	—
Plastic Moulded & Extruded Goods	7,90,90,195		
Ropes/Twines/Bristles/Strapping	1,67,83,353	<b>TOTAL GROUP 'A'</b>	<b>67,88,06,071</b>
Plastic School & Office Stationery	10,68,614	<b>GROUP 'B' :</b>	
Plastic Moulded Luggage	3,43,46,366	Linoleum (Felt based)	4,49,56,589
Plastic Medical Disposable Products	—	Linoleums (Jute based)	
PVC Gramophone Records & Accessories	1,45,75,952	Polylined Jute Goods	28,92,836
Pre-Recorded Cassettes	35,86,334	Phenol Formaldehyde Moulding Powder	39,606
Video Cassettes	6,12,59,807	Urea Formaldehyde Moulding Powder	23,00,459
PVC Rigid Pipes & Conduits	9,20,03,623	Stabilizers	—
PVC Flexible Pipes & Conduits		Polyester Resin	1,45,926
PVC Foam Products	—	<b>TOTAL GROUP 'B'</b>	<b>5,03,35,416</b>
Vacuum Formed Products	—	<b>GROUP 'C' :</b>	
Polythene Bags/Films/Sheets	11,46,955	Human Hair and its Products	53,71,843
HDPE Woven Sacks	—	<b>GROUP 'D' :</b>	
Polythene Flexible & Rigid Pipes	54,70,271	Cine Positive/Negative & X-Ray Film	4,65,990
Plastic Sequins	—	<b>TOTAL OF GROUP 'A'</b>	<b>67,88,06,071</b>
Metallized Plastic Products	—	<b>TOTAL OF GROUP 'B'</b>	<b>5,03,35,416</b>
Spectacle Frames	15,70,93,372	<b>TOTAL OF GROUP 'C'</b>	<b>53,71,843</b>
Foam Leather Cloth & Sheeting	2,98,880	<b>TOTAL OF GROUP 'D'</b>	<b>4,65,990</b>
PVC Leather Cloth	11,25,48,327	<b>GROUP 'A' 'B' 'C' &amp; 'D' TOTAL :</b>	<b>73,49,79,320</b>
PVC Sheeting including Paper Based PVC Sheeting/Table Cover	33,99,352		
Plastic Adhesive Tapes	—		
Asbestos Floor Tiles	—		
Vinyl Asbestos Floor Tiles	—		
PVC Coated Jute Bags	—		
Plastic Brushes	3,28,822		



# ALLIED INSTRUMENTS (P.) LTD.

Allied Instruments (P) Ltd. established in the year 1964, initially started its manufacturing with surveying and mathematical instruments for engineers and students of engineering. In the year 1974 they started to manufacture school and office stationery and it is in the same year they started exporting explained Mr. Amarjit Singh Marwah.

They manufacture items such as Compass Boxes, Foot Measure Rulers, Lettering Stensils in English, Persian and Arabic languages, Drawing Boards, Pencil Sharpening Machines etc. in the range of mathematical instruments whereas for office use the range is Office Trays, Pan Trays, Desk Calendars and the Modular Systems in plastic.

The Omega Multi System is a totally revolutionary filling & storage system made from high impact plastic. The system consists of a cabinet which can be fitted with dif-

ferent sizes of drawers, which are interchangeable. Each drawer is provided with name indicator with transparent amber cover for easy identification of contents. This forms a neat and convenient place for keeping a variety of small articles in the office. Containers are supplied as per individual requirement.

A set of interlocking clips are provided with each cabinet to interlock 2 or 4 cabinets with each other.

When many cabinets are used together the clips make the whole system a single rigid unit.

Exporting to 23 countries throughout the world viz. Middle East, Far East, African and European Countries, they face tough competition from Japan, Taiwan, France, U. K., Germany and China. Although their quality is at par with the above countries their prices are high.

"The subsidy received by the Far East exporters is not

available to us and unless a cash subsidy is granted to us exporters we will continue to face tough competition abroad. Representations made to Delhi are not bringing in results. It is a tough job preparing data for the Government to enable us to avail of the Cash Subsidy," said Mr. Marwah.

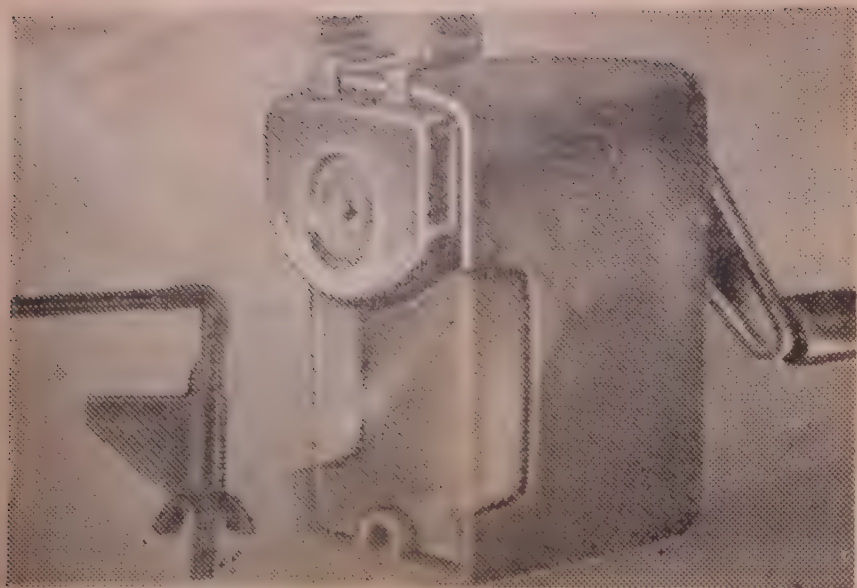


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TO  
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"Again the freight charge i.e. 15% of the FOB is charged by volume and plastic items being hollow tend to attract more freight if calculated by volume" said Mr. Marwah. He feels it would be more appropriate to charge freight by weight and not by volume.

A cash subsidy of 9% on some plastic items is granted and only 5% of wastage is allowed against the duty free licences, which is less; 10% minimum should be allowed. Import Licences allowed are

of 10% of the FOB value only.

Winners of the best exporters award for six successive years Mr. Marwah said, "we have been able to sustain exports inspite of all shortcomings, and also maintain a R&D dept. as a small scale industry. Tax Relief under Section 35B of 33% granted towards export expenses, has also been withdrawn, and a new scheme has come into being with no reliefs. Last year we exported 40% of our production and this year we can do only 30%.

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Prince Plastics Manufac-

ture a wide range of plastic utility items such as Household articles viz. Drums, Bath Tubs, Cycle Baskets, Mugs, Basins, Bowls, Freeze-Bottles, Round Jars, Jugs, Masala Boxes etc. Also attractive School Articles viz. Pencil Boxes, Lunch Boxes, School Bags, Water Bottles in a wide range and Ever New Gift Articles (See products shown under). Prestigious stationery articles are also

manufactured by Prince Plastics.

"We have been able to sustain our exports only because of quality and are regularly exporting our wares for we offer utility products in plastics. Exports to the Middle East has slowed down yet we have been able to keep steady exports and find no difficulty in continuing exports", said Mr. Kishore Chedda in an interview.

"We can boost our exports many fold with the co-operation of the Government. Better export policies are being introduced now such as the duty free licences which have proved very helpful. Before, exporters had to pay a duty and then claim it back; which was a very tedious process and time consuming too", said Mr. Chedda. "Similarly exporters seek freight subsidy on hollow wares, and if granted by the Commerce Ministry, our exports can increase and help to earn more valuable foreign exchange for the nation", explained Mr. Kishore Chedda.





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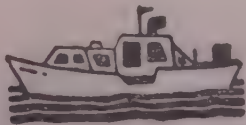




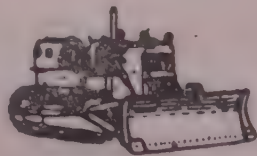
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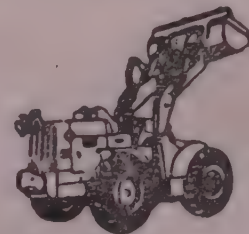
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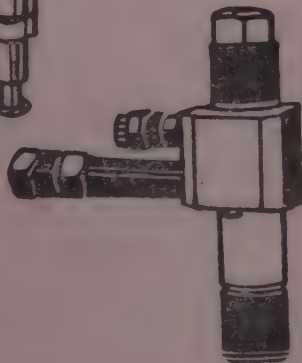
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